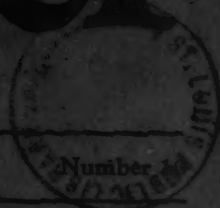


THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 79

SEPTEMBER 8, 1928



If It's

Rohe

Reference Dept.
7th TIER

"Regal"

The Quality Is Unexcelled

Sausage
H a m s
Bacon
and
L a r d



ROHE & BROTHER

Established 1857

527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange

6 (500 lb.) to Chicago Plant of Armour and Company



Armour and Company Tried Everything —they tested them all—then they replaced all their stuffer equipment with 6 New "BUFFALO" Air Stuffers

HARD, practical tests proved the superiority of the "BUFFALO" Air Stuffer to Armour and Company. They learned what many other leading sausage makers know about the "BUFFALO."

It's ahead of its day—a strong, heavy, troubleproof machine; just what the sausage industry has long been waiting for in a Stuffer.

Absolutely leak-proof construction. The patented Superior Piston (used exclusive-

ly in the "BUFFALO") eliminates air in the sausage meat. Air pockets can't form in the cylinder. No air pressure required to draw the piston down. It drops instantly and very rapidly the moment pressure is released.

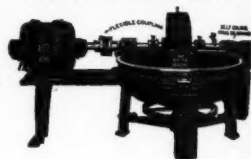
*If YOUR Stuffer equipment needs "Modernizing"
better investigate the "BUFFALO"*

JOHN E. SMITH'S SONS CO., BUFFALO, N. Y.

"BUFFALO"

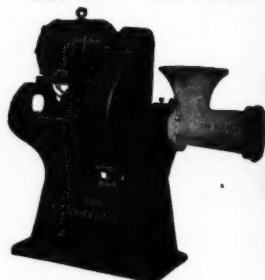
SILENT CUTTERS ~ GRINDERS ~ MIXERS ~ STUFFERS
SCHONLAND CASING PULLER

"BUFFALO" Silent Cutter



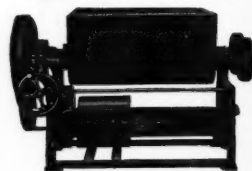
Produces the finest quality sausage meat.

"BUFFALO" Meat Grinder



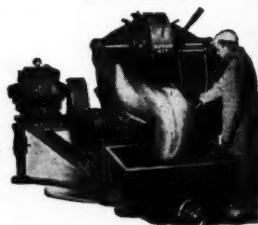
No more grinder troubles when you install a "BUFFALO"

"BUFFALO" Meat Mixer



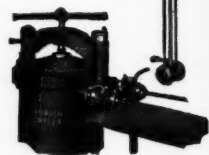
Mixes meat most thoroughly in least time.

"BUFFALO" Self-Emptying Silent Cutter



Cuts and empties a bowl of meat in 4 minutes.

SCHONLAND Casing Puller



Saves 50% to 65% in time and labor at the stuffing bench.

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 79. No. 10

SEPTEMBER 8, 1928

Chicago and New York

How to Operate Meat Packing Plant at a Profit

*Packers to Discuss This Subject
At the Atlantic City Convention
Final Function at New York City*

The completed program of topics to be discussed at the Twenty-third Annual Convention of the Institute of American Meat Packers has been announced.

The general convention sessions will be held on Monday and Tuesday, October 22 and 23, at the Hotel Traymore, Atlantic City.

The timely theme of the convention is "Operating at a Profit." Under this general heading come discussions of the following important phases of the packing industry:

Production, manufacture, organization, expansion.

Keeping the business abreast of the times.

Detecting and eliminating wastes.

The speakers, whose names have not yet been announced, will be outstanding men from the packing industry and from other progressive industries.

Features of the Program

The Conference of Major Industries, and the Dinner to Pioneers of American Industries, to

be held at New York City on October 24, and the Atlantic City exhibit of packinghouse equipment and machinery, are other features of the program.

Plans for entertainment at the convention are under way, and will be announced at the earliest date possible. As usual, the ladies who go to the convention will find an attractive program outlined for them.

One thing is known—there will be a dinner dance at Atlantic City.

Seven sectional meetings are



WHERE THE INSTITUTE OF AMERICAN MEAT PACKERS WILL HOLD ITS 23RD ANNUAL CONVENTION.

Famous Hotel Traymore, on the beach at Atlantic City, N. J., which is the convention headquarters. Sectional meetings will be held here on October 19 and 20, and convention sessions on October 22 and 23. The final day is at New York City on October 24.

scheduled for the period preceding the convention—Friday, October 19, and Saturday, October 20.

The following sections will meet: Operating, Engineering and Construction, Chemical, Purchasing, Accounting, Public Relations, and Sales and Advertising.

The meetings are intended for heads of packinghouse departments whose functions are covered by these sections, and for other company executives. Programs of these meetings are almost complete and will be announced within a short time.

Convention Program

CONVENTION THEME: "Operating at a Profit."

Monday, October 22, 10:00 a. m.

HOTEL TRAYMORE, ATLANTIC CITY.
Address of President Oscar G. Mayer.
Appointment of Convention Committees.

Report and Recommendations of Executive Vice-President W. Whitfield Woods.

Report of the Treasurer.

Awards of Prizes for Ideas.

Presentation of Gold and Silver Buttons.

Monday, October 22, 2:00 p. m.

HOTEL TRAYMORE, ATLANTIC CITY.
TOPICS: Production, Manufacture, Organization, Expansion.

"Producing the Live Stock."

"Furnishing the Raw Materials."

"Operating the Plant."

"Expanding the Business."

Tuesday, October 23, 10:00 a. m.

HOTEL TRAYMORE, ATLANTIC CITY.
TOPIC: Keeping the Business Abreast of the Times.

Improving the Personnel:

"Our Experience with Graduates of the Institute of Meat Packing."

"Our Experience with the Evening Classes."

"Our Experience with the Home Study Courses."

"A Summary of the Work of the Institute of Meat Packing and the Institute's Department of Industrial Education."

Improving Plant Operations:

"Recording Good Plant Practice."

"Extending It."

"Improving It."

"Standardizing Supplies."

Improving Processes:

"Results of Institute's Cooperative Work on Corrosion."

"Conserving the Product."

"Shortening Agents."

"A Summary of Recent Developments in Curing Practice."

General:

"The Institute Plan to Date."

Business.

Election of Officers, new business, etc.

Tuesday, October 23, 2:00 p. m.

HOTEL TRAYMORE, ATLANTIC CITY.

TOPIC: Detecting and Eliminating Wastes.

1. "In Raw Materials and Supplies."

2. "In Plant Operations."

3. "In Accounting and Finance."

4. "In Distribution":

a. "Our Experience in Eliminating Unprofitable Orders and Territory."

b. "Experience of Three Packers With Respect to Small Orders."

c. "Requisites of Efficient Retailing."

A. "The Individual Meat Dealer."

B. "The Individual Grocer Handling Meat."

C. "The Chain Meat Store."

Wednesday, October 24.

Conference of Major Industries

COLUMBIA UNIVERSITY, NEW YORK CITY.

Under the joint auspices of Columbia University and the Institute of American Meat Packers, with the cooperation of the Chamber of Commerce of the State of New York and of the Merchants' Association of New York City. Speakers from whom acceptances already have been received, with their subjects, are:

Morning Session:

"Building and Construction," Franklin D. Roosevelt, president American Construction Council, vice-president Fidelity and Deposit Company of Maryland.

"Iron and Steel," Myron C. Taylor, chairman finance committee, United States Steel Corporation.

"Automobiles," Alvan Macauley, president National Automobile Chamber of Commerce, president Packard Motor Car Company.

Afternoon Session:

"Communication," Walter S. Gifford, president American Telephone and Telegraph Company.

"Printing and Publishing," Frank B. Noyes, president Associated Press, president Washington Star.

"Finance," Charles E. Mitchell, president National City Bank, New York City.

Dinner to Pioneers of American Industries

The same sponsors are arranging a "Dinner to Pioneers of American Industries" for the evening of October 24, at the Hotel Astor, New York City. The guests of honor whose acceptances already have been received, and the

fields in which they have pioneered, are:

Automobiles, Henry Ford.

Aviation, Orville Wright and Glenn H. Curtis.

Invention, Thomas A. Edison.

Iron and Steel, Charles M. Schwab.

Merchandising, Julius Rosenwald.

Photography, George Eastman.

Rubber, Harvey S. Firestone.

An informal announcement of important facts about the Conference of Major Industries and the Dinner to Pioneers of American Industry has been mailed to members of the Institute and to all connected with the other cooperating agencies.

The Conference and the Dinner will be held in New York City, on October 24, and should be one of the most interesting features for members who attend the sectional meetings and regular convention sessions in Atlantic City.

From Atlantic City to New York.

Special arrangements are being made for transporting the convention from Atlantic City to New York City. The four cooperating agencies are:

Columbia University, Nicholas Murray Butler, President; James Chidester Egbert, Director of the School of Business; Frank D. Fackenthal, Secretary.

Institute of American Meat Packers, Oscar G. Mayer, President; Thomas E. Wilson, Chairman of the Institute Plan Commission; William Whitfield Woods, Executive Vice-President.

Chamber of Commerce of the State of New York, L. F. Loree, President; Charles T. Gwynne, Executive Vice-President.

Merchants' Association of New York, Willis H. Booth, President; S. C. Mead, Secretary.

Convention Exhibits

The Institute convention again will be featured by an exhibit of packinghouse equipment and machinery. Packers who attended the convention in Chicago last year took a great interest in the exhibit, which was the first held in recent years.

The exhibit will be located in the submarine grill and in the rotunda of the grill of the Hotel Traymore, convention headquarters.

Rules and regulations of the exhibit, which follow, are substantially the same as those which applied at the 1927 convention:

Nature of Exhibits.

The exhibition will be rigidly limited to exhibits of machinery and mechanical aids used in the meat packing industry.

Exhibitors are encouraged to show

(Continued on page 49.)

Would Quick Freezing Help Stabilize Meat Industry?

Startling Suggestion in Freezing Process for Fish Which Produces Palatable Product When Defrosted

Suppose fresh meats could be so frozen that, when thawed, they would be practically the same as the strictly fresh product.

Would this open up new trade possibilities to the meat packing industry?

Could freezing be made a stabilizing influence for both meat and livestock?

In the past the industry has frozen only a limited amount of its meat products. This has been done in times of surplus, and where the product could be thawed out to get best results.

The practice of freezing has grown in the past few years in the case of pork products in time of surplus.

Present Freezing Method

Instead of curing the product and "back-packing"—a method which has never been entirely satisfactory—more packers are freezing the meat and thawing out and curing as needed.

If properly handled, this results in a very nice product of practically as good color and texture as meat that is cured green.

The meats (hams and bellies) are put in a sharp freezer, say 10 to 15 degs. below zero, for at least 48 hours, and when completely frozen are held at a somewhat higher temperature, 10 to 15 degs. above zero, until desired for processing.

This practice is seldom followed with beef and lamb, except in the holding of meats for further manufacture.

New Quick-Freezing Process

A quick-freezing method adopted in the fish industry, and found to give highly satisfactory results, appears to have much possibility for the meat packer.

By this method the product is frozen with great rapidity. There is no opportunity for the formation of the large sharp-pointed ice crystals which rupture the cell walls, and when the meat is defrosted release the juices, which is the case when meat is frozen slowly.

In this new quick-freezing process no damage is done to the cell structure.

The freezing is done at 40 to 45

degs. below zero, and in the case of fish the size of the pieces frozen is not large. Either before or after freezing the product is packaged, placed in insulated cartons and reaches the consumer in first-class condition.

Tried on Beef and Poultry

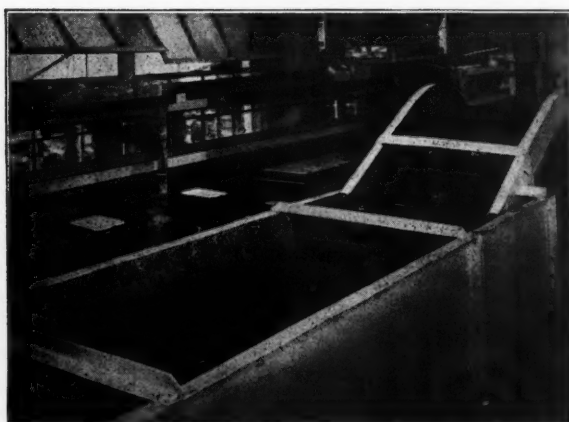
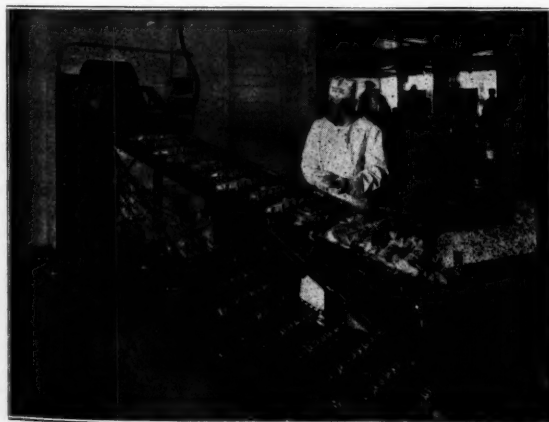
While the practical operation of this system has thus far been confined to fish, experimental work has been done with quick freezing of chicken and beef tenderloin.

In beef tenderloin frozen by the ordinary commercial methods the meat cells were badly broken down, while the cells in the quick-frozen beef were entirely free of ruptures.

This is a demonstration of the possibilities of the system in the handling of meat.

Just now the meat packer is not seriously concerned with preservation of surplus meats, as supply and demand are very nearly parallel for both beef and pork.

However, long experience has taught that times of surplus are



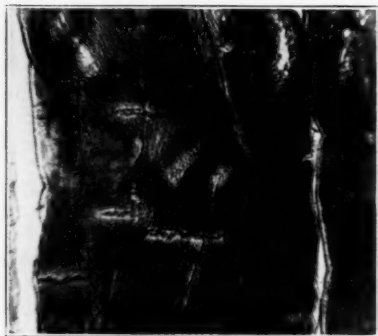
HOW THE PRODUCT IS DRESSED AND CURED BY CONTINUOUS CONVEYOR SYSTEM BEFORE FREEZING.

At the Left.—The dressing machines. Whole fillets of fish are laid out on this monel metal belt and passed through the cutting knives shown at the top of the machine. The product is cut to a standard size for packing, and then passes through the wall into the brining tank, where the cure takes place in a few minutes, and the fish is ready for freezing.

At the Right.—The brining tank. The product is conveyed through this tank on a woven wire belt of monel metal. The wire mesh permits the fillets to drain before they are delivered to the packing tables.

certain to reappear in the future. Therefore any improvement in methods of holding meat by which time and space are conserved and a better meat pro-

stabilizing influence of this practice on both the meat and the livestock industries would seem to warrant serious consideration of the matter.



ORDINARY FROZEN FISH.

Photo-micrograph of cells from haddock fillet frozen in regular way at Commonwealth Ice & Storage Co., Boston. Note ruptures caused by ice crystals.

duced for the consumer is of great economic importance.

Some Meat Possibilities

If quick freezing were applied to commercial cuts of beef and pork, possibly temperatures and freezing time would need to be experimented with.

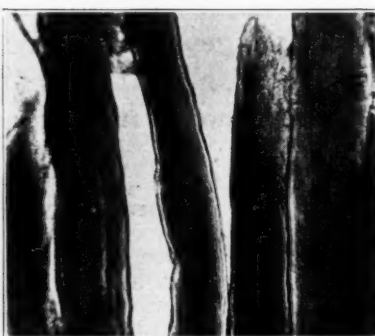
Could the packer hold fancy beef loins, rounds and chucks—or even quarters—over from a period when the runs of prime cattle were heavier than the market could absorb, it would take much of the sharp fluctuation out of prices for fancy cattle, and insure a steady supply of prime beef to the trade, regardless of day-to-day marketings.

The same is true of other classes of beef. For instance, in some years when runs of Western grass cattle are especially heavy in August and September, the market has broken sharply because the packer could not force all of this meat into trade channels in a short time, and at the same time maintain price.

It is well-known that grass beef is more watery than beef from grain-fed animals. Hence there has been little thought given to freezing such beef for future use, except for manufacturing purposes.

A Stabilizing Influence?

Only a brief survey of the situation is needed to see the possibilities that quick freezing may have for the meat industry. The

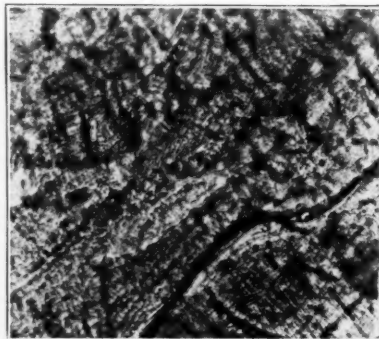


QUICK-FROZEN FISH.

Photo-micrograph of cells from quick-frozen haddock, perfect in every way.

It is probable that some education of the trade would be required to introduce the frozen product.

But as soon as the consumer was convinced of the quality of frozen meat, the handicap would



ORDINARY COLD STORAGE CHICKEN.

Photo-micrograph of cells from chicken frozen in regular way. Note damage from ice crystals.

be easy to overcome. Indeed, such experiments as have been made in the marketing of frozen beef have shown that consumer resistance is not very serious. This is true of beef frozen by methods now in general use.

In an effort to introduce modern packinghouse methods into the fish industry this quick-freezing method was worked out. It is reported here for the benefit of readers of THE NATIONAL PROVISIONER.

Data and illustrations are supplied through the courtesy of Clarence Birdseye, research director of the General Foods Corporation, which controls this new quick-freezing process.

Photo-micrographs by R. W. Conant, Mass. Institute of Technology. Copyright 1928 by General Foods Co. Reproduced by permission.

A Quick-Freezing Method

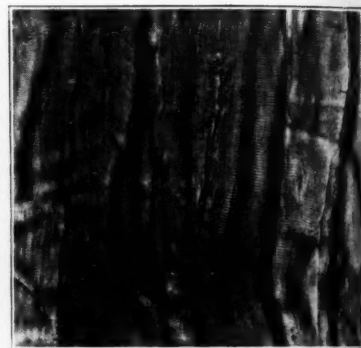
A development of vital interest to meat packers is now taking place in the fish industry, one of the oldest and heretofore perhaps the most conservative industry in the food product field.

Curiously enough this development, which was brought about by an attempt to introduce packinghouse methods into the fish business, has been so successful that it bids fair to have a profound effect on the methods used in the trade which inspired it.

Freezing is undoubtedly the best method of preserving perishable meat, poultry and fish products, but such products frozen by ordinary air methods are not entirely satisfactory in all respects. This is because their flesh is made up of innumerable, tiny, elastic-walled cells filled with a jelly-like protoplasm, which although largely water, contains considerable quantities of various other substances.

Evils of Slow Freezing.

When flesh is frozen comparatively slowly the liquids and solids tend to separate and the liquids form sharp-pointed ice crystals which rupture the cell walls. The slower the freezing the



QUICK-FROZEN CHICKEN.

Photo-micrograph of cells from quick-frozen chicken. Note absence of damage from ice crystals.

larger the ice crystals, and the greater the damage done to the flesh.

When slow-frozen products are thawed the moisture is not reabsorbed, but is lost in cooking and carries with it a large proportion of the food value and flavor.

Therefore, ordinary frozen fish and meats are often dry and tasteless. Moreover, since the cell walls are no longer intact to delay the multiplication of bacteria, such frozen products are said to spoil more readily after they have been thawed.

Experience has shown that in fish frozen with extreme rapidity there is no time for the formation of large crystals, consequently there is no damage to the cell structure.

This fact has been recognized by scientists for a good many years, and a number of attempts have been made to work out satisfactory quick-freezing systems. Most of these systems necessitate direct (or indirect by means of cans) immersion of the product in very cold salt brine. They secure comparatively quick freezing if the product is not too bulky, but have not proved entirely efficient, and have numerous disadvantages.

Experimenting With Fish.

Some years ago a group of technical men, with ample financial backing, began a series of experiments in order to find a process for preserving fish so that it could be delivered in distant inland centers in a perfectly fresh condition—so fresh, in fact, that it would be equal in quality to the product available in the fishing ports on the Eastern seaboard.

On the face of things the task was difficult, but the germ of the idea was known and the problem was not insuperable.

Briefly, the new process depends for its success upon the remarkable results which may be obtained by quick freezing as opposed to slow freezing. These results were not entirely unknown when the group now operating as the General Seafoods Corporation of Gloucester, Mass., began their researches.

An Idea from Labrador.

One of them, Clarence Birdseye, an American biologist, had done some fishing in Labrador, and recalled seeing frozen fish brought back to life by being thrown back into water. Aware of the extreme severity of the Labrador climate, Mr. Birdseye came to the conclusion that the secret of preserving fish was very quick freezing at far lower temperatures than those in general use.

But the reasons for the different results obtained by varying the rate of freezing were by no means apparent, and to find out what they were required a long and laborious investigation. Moreover, a satisfactory commercial process and apparatus for quick freezing had to be developed. This, perhaps, was the most difficult task of all.

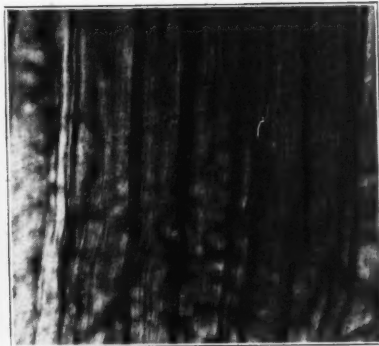
The solution of the problem began in the laboratory, where every phase was made the subject of searching investigation.

The fish were followed along from sea to table. All changes that occurred on the fishing boat itself, on the dock, in the fish sheds, in the shipping room, in the barrel and packing case, in transport to the retail store, and in the consumer's home, were carefully observed and their causes ascertained.



ORDINARY FROZEN TENDERLOIN.

Photo-micrograph showing cells of beef tenderloin frozen by ordinary methods. Notice how ice crystals break down the cells.



QUICK-FROZEN BEEF TENDERLOIN.

Photo-micrograph showing cells of beef tenderloin frozen by the quick process. Note entire absence of rupture due to ice crystals.

Research to Check Spoilage.

The origin of the various bacteria was determined, so that their growth could be checked at the right moment. Once a fundamental basis had been reached, a plan was formulated to counteract the bacterial action responsible for spoilage.

The first essential was sanitary handling; the second, a preserving process which would not impair the quality of the fish nor destroy its palatability.

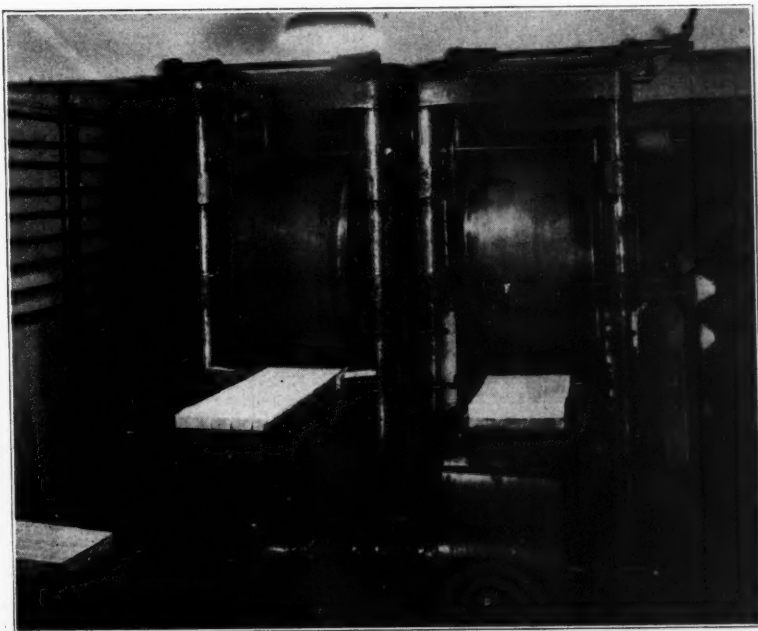
Sanitary handling was largely a mechanical problem. The elimination of bacteria, however, was mainly scientific and involved much study, being finally resolved by the employment of a rapid-

freezing process, by which it was found possible to preserve all the qualities of strictly fresh fish.

The public attitude towards fish had also to be taken into account in order to devise a suitable merchandising policy. Housewives want fish that is already prepared for cooking. They do not want to bother with cleaning and with skin and bones. They want a product that will keep in the icebox and be free from odors. Also, they object to soiling their hands.

Merchandized in Packages.

Before long it became apparent that a packaged product was really essential. (Continued on page 47.)



PRODUCT IS FROZEN AS IT PASSES THROUGH THIS MACHINE.

Trays bearing the product (in this case fish fillets and sea loaf) in cartons already packed, are passed into a freezing tunnel between monel metal belts, on the outside of which calcium chloride brine is sprayed at a temperature of 45 deg. below zero F. An hour in this tunnel and the product is frozen hard and dry, and it then passes into the packing room on continuous conveyors.

How to Sell More Lamb Value to Meat Trade of Present Educational Campaign

New ways of cutting lamb have been demonstrated to the meat trade throughout the country during the past eight months. These include the methods by which rolled roast is made from breast without the use of string or skewers; how the shoulder is made into an attractive and economical roast; how the chuck makes Saratoga chops; and how the size of the heavy lamb leg is reduced to the advantage of both retailer and customer.

This educational campaign is still in progress in the West and Southwest, and wherever this new style of breaking up a lamb carcass has been demonstrated it has been found thoroughly practical and unusually rapid.

According to estimates of the U. S. Department of Agriculture for the lamb supply during the last four months of 1928, there are about 700,000 more lambs available for market this year than last. Not all of this increase will come to market before January 1, as large numbers will go into feedlots, to be marketed in the early months of 1929.

This period will be an unusual time to increase lamb consumption, especially in view of the shortage in cattle and hogs. The information broadcast by the National Live Stock and Meat Board in this educational campaign will be especially helpful in furnishing the housewife cuts of lamb which have the double advantage of being desirable and at the same time moderate in price.

Commenting on the work, R. C. Pollock, secretary and managing director of the board said: "No doubt the secret of the campaign's success lies in the fact that it offers information of exceptional value to the trade. Much credit is due to the packers, the national and local retail meat dealers' associations and individual retailers, for without their whole-hearted cooperation in arranging meetings, etc., it would have been most difficult to reach all concerned with this information."

"The producer and feeder of lambs and the wholesale and retail meat trade all are exceptionally well pleased with the results of the campaign thus far. The work has been a big factor in solving the feeder's problem of marketing a huge supply of heavy lambs."

"Packers appreciate the value of the work as a school for their salesmen in the proper presentation of lamb products to their trade, and in every instance have made the most of this opportunity for instruction."

Retailers Have Been Helped.

The hundreds of retailers who have

put into actual practice the new lamb cutting and merchandising methods brought out by the campaign, have proved to the satisfaction of all that the benefits to be derived are well worth while. Adoption of these methods has, to a great extent, placed the so-called slow-moving cuts on a par with those most in demand, and has helped the consumer to a better understanding of the possibilities of lamb as a food than he ever had before.

These results are very apparent in the cities in which the campaign has been conducted, and it is certain that if the retailer will perpetuate the new sentiment toward lamb, as created by this campaign, lamb will always receive the attention it should have.

A good idea of the methods used in conducting the campaign may be gained by a brief report on the recent activities through the southwest.

How the Plan Was Worked.

A ten-day program was conducted in Kansas City during which time ten good meetings were held. These included packers, independent retailers, chain markets, housewives, and classes of college animal husbandry students.

Following Kansas City, two days were spent in Topeka, Kans., where packers and retailers turned out in excellent fashion for the demonstrations. Here the radio was utilized for the promotion of lamb, a fifteen-minute talk being given on the value of lamb in the diet.

(Continued on page 55.)

Points of Law for the Trade

Legal information on matters affecting your daily business that may save you money.

PACKER OR WHOLESALE DEALER?

Fundamentally the question before the Supreme Court of Tennessee in a recent decision, 300 S. W. Rep. 5, was whether or not certain purchases by a packer from other manufacturers, and the resale thereof to its own customers, was sufficient to constitute the packer a wholesale dealer. It was held that they were not sufficient.

The case arose in this way: Tennessee levies a privilege tax on persons and corporations engaged in the business of wholesale dealers in fresh meats and poultry. Such a levy was made upon a concern which was operating a packing house.

But, in addition to its business as a manufacturer of meat products it happened that, on an average of about once a month, said concern received orders for goods manufactured by it which it could not supply from its own manufactured stock. On such occasions said concern purchased the goods called for from other packers or dealers at a price less than its own price, and furnished the goods to its own customers at a profit.

Such purchases, it was shown, were never made in quantities, but each transaction occurred in an emergency when it did not have in stock certain cuts of meats called for. The practice was small as compared to the total gross sales, and was incidental to its business as a manufacturer.

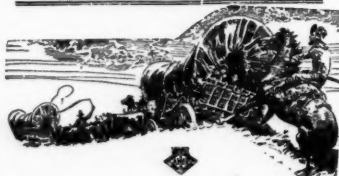
The question is: Does this practice, under the circumstances disclosed, make the concern a "wholesale dealer" and subject to the privilege tax?

It was held that the concern in question was not liable to the tax. It was engaged in the business of a manufacturer, and was not, therefore, a dealer as that term was used in the statute.

The tax, by its terms, is leviable only on dealers. "Having manifested an intention," the court wrote, "not to impose this tax upon manufacturers of meat products, we do not think the legislature can be held to have intended to require the tax on such a manufacturer, who finds it necessary, in aid of and as an incident to his manufacturing business, to supply his customers occasionally with products purchased from other manufacturers, even though in doing so a profit results."

Watch the "Wanted and For Sale" page.

Today's Pioneer A Pittsburg Institution



Government Inspected Meats



It is for the protection of the consuming public that our plant is government inspected and is a member of the American Institute of Meat Packers.

These two facts further testify that this Pioneer Pittsburg Institution is keeping step with progress, and is having no stone unturned to enable the people of the Pittsburg district to secure the highest quality meat-Pittsburg products. Ask for them when ordering your meats.

40 Years Of Service

This institution was established in 1888, and it is now celebrating the 40th anniversary of its establishment at the time this series of Pittsburg Pioneer ads is running.

Hull & Dillon Packing Co.

This is the 100th of a Series of Ads Under Work With Pioneer Brand, Cook Brand Products.

CREATING CONSUMER CONFIDENCE.

This is how one smart packer advertises to the public the fact that his products are government-inspected, and that his firm is a member of the trade association, the Institute of American Meat Packers.

Sample of newspaper advertising in large space in Kansas papers by the Hull & Dillon Packing Co., Pittsburg, Kan.

THE NATIONAL Provisioner

Chicago and New York

Member

Audit Bureau of Circulations
Associated Business Papers, Inc.

OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERS

Published Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, Chicago

OTTO V. SCHRENK, *President.*
PAUL I. ALDRICH, *Vice-President.*
OSCAR H. CILLIS, *Sec. and Treas.*

PAUL I. ALDRICH, *Editor and Manager*

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EASTERN OFFICES.

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TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year	5.00
Single or Extra Copies, each10
Back Numbers, each25

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Data for Business Building

Most meat men think of statistics as rather dull things. Something for people not so busy as themselves to use. Many of them do not realize what the better utilization of statistics has accomplished for business and industry.

Since the discovery that statistics are a vital force, not only in maintaining stability but in building business, they have been used to make a keen appraisal of business methods. Statistics have shown to business the tremendous losses of effort and money in advertising, and in different types of sales promotion due to the lack of adequate basic information on markets.

The more business men have learned

about the value of statistics, the more they have put them to work.

They have used them in squeezing out the water in business promotion. In doing this, however, they have come to a realization that they need more statistics. There is now virtually no statistical measure for the distribution and consumption of merchandise, knowledge of which would be so important to all industry and business.

There is a biennial census of manufacturers, and some intermediate reports of production. But what becomes of the product of manufacture, how much of it goes into different sections of the country, and the buying power of those sections—these are unknown.

Realizing just what such information would mean to business, Herbert Hoover as Secretary of Commerce put forward several years ago the proposal for a concurrent census of distribution.

Such a census was taken in eleven cities for the year 1926, as a sample. It demonstrated that while the job was huge it was feasible. As a result of this initial effort, there will be taken in 1930 a national census of distribution.

Thus, for the first time in history, American business will have a complete cross-section of its operations from production to consumption.

In addition to covering wholesale and retail trade in consumers' goods, the census will also report the annual purchases by industry of raw materials, plant equipment, maintenance materials, and partially manufactured goods; also the distribution of agricultural and certain other products.

Such a national stock-taking will provide the basic facts by which sales promotion can be planned; it will furnish the details as to where and how commodities are being sold and in what quantity.

"In addition to the direct information of value in planning and directing business operation," an official of the Department of Commerce recently pointed out, "the census will likewise serve to point out problems of marketing and distribution which need to be studied by different methods and from different angles, and to suggest new methods of attack on these problems."

If packers will apply this service to their industry they can readily see how valuable it will be to know where their product goes, the quantity consumed in different sections, the buying power of those sections and the sales possibilities there. This will be of interest and value whether a packer is national, regional or local.

"Eye Appeal" and Quality

There has been an axiom in the sausage trade to the effect that in the long run "quality pays." With the high cost of all materials entering into sausage manufacture there now appears to be a temptation to reduce quality somewhat.

Only recently complaint was made of the sausage manufactured by a well-known packer, under a standard brand name, and packaged in a most attractive wrapping. The product was bought with much anticipation of a good meal. Little thought was given to the price, although it was more than had been charged for similar goods a year ago.

But what a disappointment! The frankfurts were dry, tasteless and tough. There was no desire to repeat the purchase.

Is this good business? Especially product put out under a standard brand should live up to the established reputation of that brand.

Then, too, why go to the expense of putting such a product in the kind of package that would naturally attract the buyer, and then disappoint him with poor quality?

The "eye appeal" is very important, but it must be backed with quality. It's quality that brings repeat business much more frequently than price. Consumers may do a good deal of talking about high prices, but they will buy if the goods are right.

It would seem to be better economy to preserve the standard of a product, even if the quantity produced were greatly reduced. In plants of any size volume is a very important factor—too important to sacrifice by producing a low-grade product!

Sausage makers should not lose sight of the fact that under all conditions "quality product pays."

Practical Points for the Trade

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Light Colored Frankfurts

An Eastern sausage maker has a trade that demands light-colored frankfurts. How can these be made?

He says his franks are too red, and he wants to know how to get away from this. He writes:

Editor The National Provisioner:

Regarding your formula for frankfurts in the May 26 issue of THE NATIONAL PROVISIONER. You suggest using all fresh meat and 3 lbs. salt.

Would you suggest curing the beef, and using all beef or part fresh pork?

Our trade demands a frankfurt with a light color and smooth, but we seem to get a red color, and the longer the franks are on the griddle the darker red they get.

We cure our beef and pork both. We use sawdust for smoking and cure about as your formula gives. We use 60 per cent beef and 40 per cent pork.

Sometimes if we have beef trimmings ahead too far, we salt them in pieces cut about as large as 1 lb., and put them in a barrel. In a few days they draw a lot of brine at the bottom of the barrel, and the top meat seems dry.

Do you think our cure all goes to the bottom of the barrel? Sometimes we only use a half barrel, and it does not smoke and have the color the balance in the bottom of the barrel has when used.

Do you think we should use less salt in putting this beef away?

We smoke our franks the same day from the stuffing bench, and figure to have about 2 lbs. of salt per 100 lbs. of meat used. In summer we add our sugar at the time of chopping, instead of using it when the beef is put in cure. We reverse this practice in cold weather.

Would you suggest chopping the beef the day before using, adding the ice? We always use crushed ice the day we make and smoke the franks.

This inquirer says his trade requires a light-colored frankfurt, and the product he manufactures shows too much color.

This can be overcome in considerable measure by including more fresh pork in his meat formula, and curing the beef overnight only, or using it fresh also. Up to 40 per cent fresh pork can be used in the formula.

Preparing the Materials.—A very good practice is to chop the fresh beef, mix it with shaved ice in the silent cutter, and spread in pans in the cooler over night. The salt, saltpeter and sugar should be added at the time the meat is chopped and mixed with the ice.

The next morning run the pork through the $\frac{1}{2}$ in. plate and add to the beef which has been placed in the silent cutter. Mix until it has the right consistency, adding more shaved ice if necessary.

Be sure to take the meat out of the silent cutter as soon as it has the right consistency. About $1\frac{1}{2}$ minutes is plenty, or 10 to 12 times around.

Some Things Not to Do.—A lot of sausage is spoiled by being put in the silent cutter, then the operator walking away and leaving it in too long. A half minute too long in the silent cutter has an unfavorable influence on the meat.

Too long a time in the smokehouse also helps to develop a red color. The way to remedy this is to reduce the smoking time.

Handling Surplus Beef Material.—One way to handle surplus beef in a small way, and to keep it in good condition, is to pack it tight in a barrel, after salting each piece separately. Then take a clean sack or piece of cheese cloth and cover over the barrel, and put about an inch of dry salt on top of the cloth. This will keep the beef from drying out. A head can be put in the barrel or tierce, if preferred.

The trouble complained of, in finding the beef on top dried out, is due to the fact that the pieces are not packed tight enough, and there is no protection to the top of the barrel.

No overcured beef should be used if a good frankfurt of the right color is desired.

Curing Before Smoking.—The inquirer says that the franks are smoked the same day they are stuffed. This is all

right, unless all fresh meats are used. In this case they should remain in the cooler overnight. Some operators prefer to put them in the cooler overnight anyway, which allows both the meat and the casing to cure somewhat.

Where cured beef trimmings are used the sugar should always be added at the time the beef is put in cure.

Not Due to Seasoning

Can liquid seasoning cause sausage spoilage?

A sausage maker who has been having trouble with his product has been told that it was due to the seasoning. He says:

Editor The National Provisioner:

We have been having trouble with our sausage. It looks all right on the outside, but the inside is not the same and shows signs of spoiling.

We have been using liquid seasoning instead of ground spice, and have been told that this is the cause of the trouble. It is claimed that the liquid seasoning preserves the outside, but not the inside.

The condition you describe in your sausage as showing signs of spoilage on the outside, but not on the inside, is not sufficiently clear from your inquiry to suggest the cause.

The usual signs of spoilage inside sausage, such as gray centers, green rings, etc., are due not to the spices, but to improper curing or the use of gassy meat.

The flavoring material which you use—whether it be ground spices or spice oils in the form of commercial liquid seasoning—cannot possibly be the cause. Such effect as flavoring materials might have would be to prevent spoilage. But this, of course, is slight. Moreover, any effect which might be caused by the flavoring material would be general throughout the sausage, assuming it has been properly mixed.

Liquid Blood Yields

How much liquid blood will the various classes of livestock produce?

A slaughterer in the East writes as follows regarding this:

Editor The National Provisioner:

We would like some average figures on the weight of liquid blood produced by livestock.

The liquid blood yield varies with different animals of the same class, but a fair average per animal has been found to be as follows:

Cattle	57.83 lbs.
Calves	4.14 "
Sheep	2.46 "
Shipper hogs	4.75 "
Packing hogs	9.16 "

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 2c stamp.

Grading Tallow

The best way to find out how tallow will grade is to have an analysis made.

A Western slaughterer did this, and asks for an interpretation of the analysis. He says:

Editor The National Provisioner:

We had a laboratory analysis made of the tallow that we are manufacturing here, as follows:

Melting point, degs. F.....	113.0
Saponification number.....	202
Acid number.....	2.1
% F. F. A. as oleic.....	1.1
Color	Pale yellow
Odor	Good
% Water.....	0.3

Will you kindly inform us of the significance of this analysis and how this tallow would grade?

Tallow on the basis of the analysis given would grade prime at least, and possibly fancy. It would be difficult to tell without seeing a sample.

The usual tests made for tallow are free fatty acid, color, titre, moisture and impurities.

A free fatty acid test of 1.1 shows that this is a very good grade of tallow, probably made from the best materials. The report of pale yellow as to color confirms this opinion.

The moisture content of .3 of 1 per cent is a shade high. Usually moisture and impurities are quoted together and should run around one-fourth of 1 per cent.

The melting point is not a customary test. Usually the titre is made, which is a test of the hardness of the fatty acids of the oil rather than of the oil itself. The melting point is rather difficult and indefinite to determine, while the titre is determined easily at a definite point.

Send your samples to a reliable laboratory or a responsible broker and ask for full information.

STUDY QUALITY OF MEATS.

The study on quality and palatability of meat, in progress for the past few years, is making marked headway, according to reports made by representatives of the 30 state agricultural experiment stations and the U. S. Department of Agriculture at a conference held in Chicago, August 15-17. The Institute of American Meat Packers and the National Live Stock and Meat Board are cooperating in the study, the latter being instrumental in its being undertaken.

The efforts of the many investigators at work on this subject are not being expended in developing a mass of theoretical data, but are bringing forth information which can be put into actual practice, and will undoubtedly prove of inestimable value to the live stock and meat industry, according to E. W. Sheets, of the United States Department of Agriculture, who is secretary

of the committee in charge of correlating operations.

Mr. Sheets further points out that the work is covering the subject completely. Experiments are determining the effect of different live stock feeds on the finished product, meat, and the relation of breeding, age, sex and other factors to the meat produced.

They are delving into such problems as the color of meat; why some meat cuts dark; the texture of meat; the proportion of fat and lean; methods of cooking meat, and many other problems.

"Practicability of the cooking phase of the project is very apparent," said Mr. Sheets. "As a result of this work housewives will receive worth-while benefits. The information which will be made available will assure uniform excellence in the cooking of meats, if it is followed, and it will be of such a nature that it will be easy to understand, and apply in the average kitchen."

This nation-wide study of meat is said to be the greatest project of its kind ever undertaken. Surveys have shown that this is the first work of this nature in the history of the live stock and meat industry. Never before, it is said, have agricultural experimental agencies joined forces as they have for the solution of this problem.

Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER for smoking methods for cured meats. Full directions for soaking and smoking S. P. meats have been published in THE NATIONAL PROVISIONER, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

A reprint of this may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me reprint on smoking bacon and hams.

Name

Address

City

Enclosed find a 2c stamp.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

HIGHER STEAM PRESSURES.

By W. F. Schaphorst, M. E.

An interesting paper on this subject was read not so long ago before a meeting of the American Society of Mechanical Engineers. In discussing the paper a prominent consulting engineer stated that in one plant a 5,000 kw. turbine-generator took steam at 250 lb. pressure and exhausted it at 80 lb. per sq. in., the exhaust being used in a process system. In that way the unit delivered power for less than ½ cent per kw. hour, taking into consideration all changes—overhead, maintenance, depreciation, interest, etc.

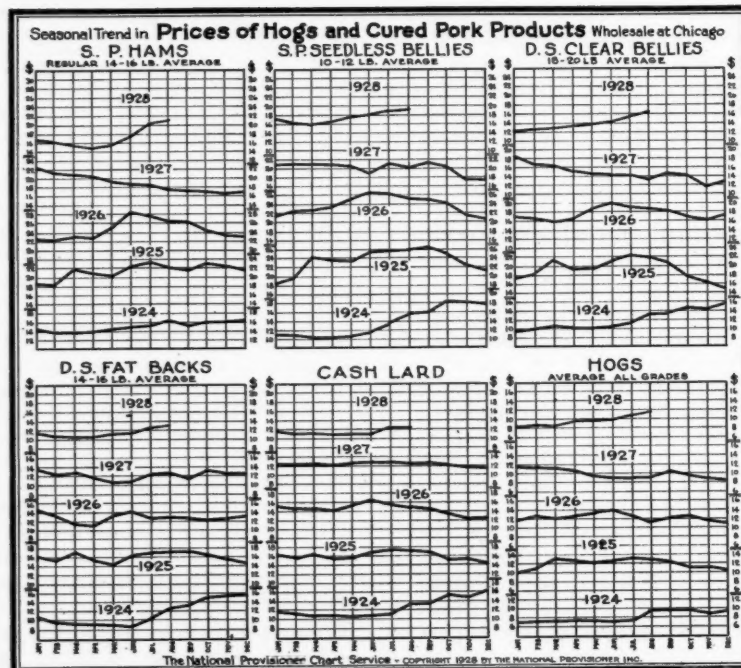
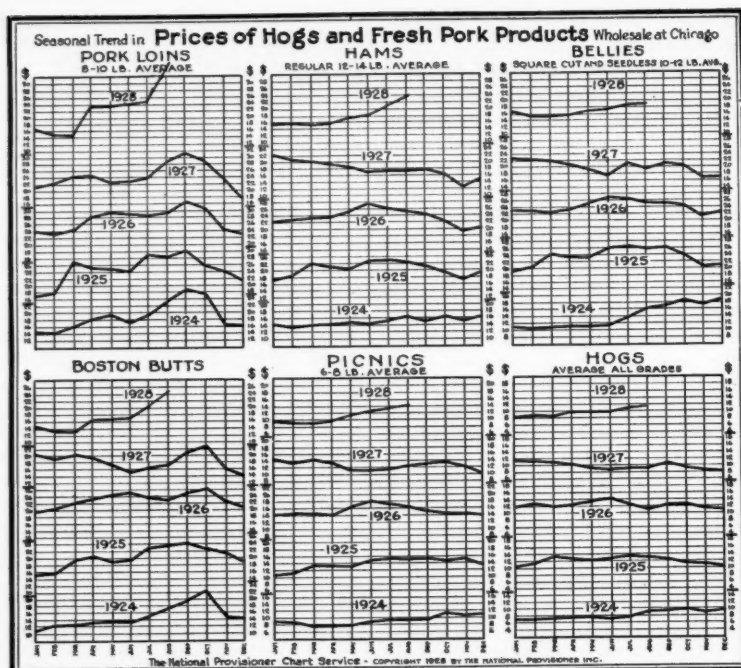
Another prominent engineer stated that in industrial plants the "highest practicable steam pressure and temperature should always be considered." Because of the fact that but comparatively few plants are operating at high pressure and temperature at the present time, there are no "standards" as yet, but they will naturally follow. Enough is already known about high pressure and high temperature operation so that engineers can closely predict the economies that will result. These things are no longer an entirely unknown quantity. We now seem to be pretty well through the experimental stage.

PRIZES FOR PLANT IDEAS.

A prize idea contest has been in progress at the New York Butchers' Dressed Meat Co. and Jos. Stern & Sons plants of Armour and Company in New York City. After the contest was announced boxes were placed at convenient and conspicuous places throughout the two plants and a committee appointed to take charge of the contest. This brought forth a good many ideas, but still more are requested.

The company will pay from \$10 to \$25, in accordance with its value, for any idea accepted by the local committee. In addition, each accepted idea will be eligible to compete for the grand prizes at the end of the year, which consist of a first prize of \$500, a second of \$200 and a third of \$100.

Any sort of ideas are solicited that will conserve time, money or material. Also anything that would improve the product, a change in machinery which would be of benefit, or ideas covering improvement in any phase of the business whether in management, operation or individual initiative.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of pork products and live hogs at Chicago for the first eight months of 1928, compared with those of the four previous years.

While all product showed some strength during August, this was especially marked in green products, in view of the higher prices of live hogs. Cured product showed less strength, and in the case of both green and cured bellies and picnics the market was none too brisk. With the begin-

ning of September, however, all product showed considerably more strength.

Fresh Pork Products.

Pork loins.—This product showed a sharply upward price trend during August, in keeping with limited supplies and advancing live market. Only in the first three months of 1928 did pork loins show any weakness. Upward trend this year has far surpassed that in any one of the previous four years.

Hams.—This product also showed considerable strength, due to light supplies and advancing hog prices. There was some export movement during August and a strong domestic demand for all averages of green hams.

Bellies.—The usual seasonal quiet prevailed in the green belly market during August, although the general price trend for some months has been upward. There was little attempt to force green bellies on the market at the prevailing price levels, especially in view of the strength in the surrounding markets. Holders of this product have shown no uneasiness as to the final outcome. The fall trade in bellies is expected to be heavy, particularly in the light of small hog runs. With the opening of September the belly market showed considerable rise, with offerings limited.

Boston Butts.—This product shared practically the full advance on fresh pork loins, with the demand unsatisfied owing to light cutting.

Picnics.—The situation on picnics was not unlike that on square cut and seedless bellies during August. However, this product has enjoyed a slowly rising price level for the past six months. Green picnics have been relatively low in price compared with green hams. The medium and heavy averages have been worked out to good advantage through boning, and when a gap in the put-down was encountered a sharp advance of 2½¢ in one day took place early in September. An equally sharp advance has taken place in the price of cured stocks, with an unsatisfied demand at top prices from some sections.

Cured Pork Products.

S. P. Hams.—Cured hams continued their rising price level, although at not quite so sharp a rate as in June and July. The market for S. P. hams this summer is moving in an opposite direction from that of a year ago, and the price trend throughout the year shows little resemblance to the trends of the earlier years. In former years it was not uncommon to see preferred brands commanding top prices, but in the market which has prevailed on this product for some time past the problem has been to get sufficient offerings.

S. P. Bellies.—This product is invariably in demand during the autumn months, consequently quotations are largely nominal in the late summer period. The sharp decline in storage stocks of cured bellies was somewhat unexpected, indicating a strong outlet through smokehouse channels.

D. S. Bellies.—This product advanced early in the year and has maintained its upward trend in opposition to a downward movement throughout

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Provision and Lard Markets

WEEKLY REVIEW

Market Quiet—Demand Routine—Hog Movement Fair—Hog Prices Maintained—Export Interest Slow.

Developments the past week show an absence of tendency in the market, excepting that prices have been firm and the market has shown no evidence of any volume of offerings. The hog movement continues fair and hog prices are maintained. General conditions underlying the market show but little change, and there is an absence of speculative interest.

The monthly statement of Chicago stocks show a decrease in lard about as expected, but the total is still about 16,000,000 lbs. more than last year of prime steam lard, but about 4,500,000 lbs. less on other grades. The change was not enough to have any important influence on prices one way or the other.

Hog movement the past week showed a total of 366,000 at the principal points, against 401,000 last year, and since February 25th the receipts have been 14,003,000, against 13,621,000 last year. The packing at Chicago is now showing a slight decrease for the summer season, with the total so far 3,019,000, compared with 3,102,000 last year. The average weight of the hogs received at Chicago during the month of August

was 244 lbs., a decrease of 9 lbs. compared with last year, while the total of 461,956 was 177,197 less than a year ago. The average weight was 5 lbs. heavier than in July this year, but 28 lbs. lighter than in August 1926.

The total receipts of livestock at Chicago during August were 15,878 cars, compared with 17,018 cars in July and 12,140 cars last year. The receipts for the eight months this year were 152,042 cars compared with 163,774 cars last year.

The average weight of cattle received at Chicago during August was 1,004 lbs., against 1,012 lbs. in July and 1,009 lbs. in August last year. The receipts of cattle for the month of August were 191,169 against 270,391 lbs. in August last year.

Export Trade Unsatisfactory.

The export movement of hog products continues to show up unsatisfactorily. The price does not seem to stimulate the movement to any extent, and the total figures for eight months this year show but unimportant gains compared with last year. The gain in hams since January 1st has been about 8,000,000 lbs., bacon 15,000,000 lbs. and lard 36,000,000 lbs. The gain in the exports of pickled pork has been only 2,000,000 lbs.

The U. S. Bureau of Agricultural Economics this week published a very comprehensive study of the pork and hog situation of the latest date available. The full reports of the number of

swine in different countries show a total in North America for 1927 of 59,154,000 head, compared with 56,600,000 head in 1926, while in 1928 the United States stock increased 4,561,000. The European totals for 1927 were 65,768,444, compared with 60,313,000 in 1926, and figures for Germany of 1928 show an increase of 3,400,000. Figures for a few other countries of Europe show a slight increase.

World Meat Consumption.

The study is accompanied by comparative figures showing the consumption per capita of beef, mutton and pork, and the total per capita figures of the leading consuming countries. The figures of a few countries showing the per capita consumption are very interesting:

	Beef lbs.	Mutton lbs.	Pork lbs.	Total lbs.
Canada:				
Pre-war	60.9	9.1	68.7	138.7
1926	70.1	6.0	75.2	151.3
1927	68.8	6.1	81.4	156.3
United States:				
Pre-war	74.0	7.3	72.7	154.0
1926	71.6	5.5	79.2	156.3
1927	65.4	5.4	82.2	153.1
Argentina:				
Pre-war	254.9	32.2	15.1	302.2
1926	245.7	19.6	25.0	290.3
1927	200.7	20.2	28.5	249.4
United Kingdom:				
Pre-war	61.3	29.3	33.8	124.4
1926	65.5	25.0	35.5	126.0
1927	64.0	24.9	41.7	130.6
Belgium:				
Pre-war	41.6	2.0	42.2	85.8
1926	45.2	1.1	35.9	80.2
1927				
France:				
Pre-war	49.2	9.5	47.0	105.7
1926	48.9	7.8	37.2	93.9
1927	45.9	6.6	39.9	92.4
Germany:				
Pre-war	40.6	2.3	73.1	116.0
1926	39.7	1.8	62.0	103.5
1927	40.2	1.6	71.6	113.4

Are Eating More Pork.

The report further said that practically all important pork producing and importing countries have increased their rate of per capita consumption of pork products, including lard, in the past few years, although in some cases the consumption rate is not yet back to the pre-war level.

In the United States the 1927 figure of 82.3 pounds is an increase of 3.1 pounds over 1926 and 9.6 pounds ahead of the 1909-1913 average. In the United Kingdom last year's figure of 41.7 pounds was 6.2 pounds ahead of 1926 and 7.9 above pre-war. In Germany, however, the 71.6 pounds appearing for 1927, while 9.6 pounds above 1926, was still 1.5 pounds under the pre-war average.

France is another European consumer where the rate is still relatively low. The 1927 figure for France reached 39.9 pounds, but that was not quite as high as in 1924, and was 7.1 pounds under 1909-13. Recent figures are lacking for Belgium but the 33.9 pounds consumed there in 1926 was 8.3 under pre-war. In the Southern Hemisphere, both Australia and New Zealand give indications of materially increased pork consumption.

PORK—Demand in the east was fairly good, and the market was steady, with mess New York quoted at \$33.50, family \$35, and fat backs \$28@31. At Chicago, mess was quotable at \$33.

LARD—The market experienced a

much of 1927. There were slight fluctuations, but these recessions were usually considered by the trade as a spot on which to buy rather than an indication of further declines. With the beginning of the cotton picking season in the South a good demand is expected. Production has been light the past several months, due to the class of hogs slaughtered, and the product is in a good position.

Fat Backs.—The trade in fat backs has been active. The production has been insufficient to satisfy the needs for domestic and export shipment. The movement on shipping age product has been broad, and product anywhere from 6 to 15 days old has moved at the full market.

Lard and Hogs.

Lard.—The September liquidation of lard was heavy, as was anticipated in most quarters. But despite this fact the market was strong on the selling side, and deliveries running better than 30,000,000 lbs. on September first failed to disturb the market. The domestic movement of lard into consumptive channels has been heavy.

In the foreign market Dutch refiners have been strong bidders for white grease, but soap makers in this coun-

try are liberal buyers of the product leaving little for export. It would seem that these buyers may be forced into the lard market for their supply of fats, which would have a strengthening influence from the foreign side.

As a result of the limited replacements of lard and the good consumptive demand, stocks during the month showed a sharp decrease.

Should the supply of fat hogs be marketed late in the year or the runs not begin to any considerable extent until the new year, there would appear to be good opportunity for the movement of a considerable portion of the stocks on hand.

Hogs.—At prices which have been prevailing for some time past hogs have been cutting at a heavy loss to packers. While product prices have showed a great deal of strength, this has not kept pace with the strength in the hog market. Packers probably find themselves in good position on the stocks put down from hogs in the early months of the year, but are less favorably situated on product going into cure during the past three months. Fortunately a somewhat larger proportion of the cutting than usual has been sold green.

fair demand and was somewhat firmer in tone. At New York prime Western was quoted at \$13.20@13.30; middle Western, \$13.00@13.10; city, 12½¢; refined Continent, 13½¢; South America, 14½¢; Brazil, kegs, 15½¢; compound, car lots, 11½¢; less than cars, 12¢. At Chicago demand was rather good. Loose lard was quoted 5¢ under September, leaf lard 7½¢ over September and regular lard in round lots at September price.

BEEF—Demand was less active and the market easier in the East, with mess New York quoted at \$24; packet, \$25; family, \$26@28; extra India mess, \$40@42; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs., South America, \$16.75; pickled tongues, \$75@80 per barrel.

See page 40 for later markets.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on August 31, 1928, with comparisons are reported by the Chicago Board of Trade as follows:

	Aug. 31, 1928.	July 31, 1928.	Aug. 31, 1927.
Mess pork, new, made since Oct. 1, '27, brls.	684	437	443
Other kinds of brld. pork, brls.	18,599	21,231	18,930
P. S. lard, made since Oct. 1, '27, lbs.	92,736,918	103,594,757	76,882,271
P. S. lard, made Oct. 1, '26, to Oct. 1, '27, lbs.	1,564,625	2,767,100	3,612,227
Other kinds of lard, lbs.	10,090,556	10,869,547	13,326,328
S. R. sides, made since Oct. 1, '27, lbs.	1,236,319	1,835,224	3,534,262
S. R. sides, made previous to Oct. 1, '27, lbs.		7,000	
D. S. cl. bellies, made since Oct. 1, '27, lbs.	23,765,494	23,292,174	30,805,334
D. S. rib bellies, made since Oct. 1, '27, lbs.	3,958,771	4,046,921	3,820,054
Ex. sh. cl. sides, made since Oct. 1, '27, lbs.	130,760	177,533	292,068
D. S. short fat backs, lbs.	4,131,041	5,774,701	4,778,783
D. S. shldrs, lbs.	444,021	493,050	39,727
S. P. hams, lbs.	20,857,007	29,306,826	30,374,283
S. P. skinned hams, lbs.	16,003,782	18,113,941	25,120,130
S. P. bellies, lbs.	23,390,714	31,583,240	15,611,310
S. P. California or picnic; S. P. Boston shldrs., lbs.	6,164,750	10,048,994	9,894,003
S. P. shldrs, lbs.	74,269	61,529	52,517
Other cuts of meats, lbs.	7,980,789	10,498,345	7,683,879
Total cut meats, lbs.	108,137,717	135,239,478	132,006,350

JUNE BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughter under federal inspection during June, 1928, are reported, with comparisons, by the U. S. Department of Agriculture as follows:

Class	Average wt. per animal		Per cent of live weight		Production					Per cent June, 1928, is of avg.
	June 1, 1927, to May 31, 1928	June, 1928	June 1, 1927, to May 31, 1928	June, 1928	June 1, 1927, to May 31, 1928	June, 5-yr. avg.	June, 1927	June, 1928	June, 1928	
	Lbs.	Lbs.	P.ct.	P.ct.	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	P.ct.	
Edible beef fat ¹	35.07	41.37	3.72	4.36	318,152	29,529	29,778	28,993	98.18	
Edible beef offal.....	28.59	30.33	3.03	3.19	259,028	21,139	22,535	21,256	100.55	
Cattle hides.....	64.30	64.01	6.81	6.74	587,314	48,478	51,196	45,161	93.16	
Edible calf fat ¹	1.38	1.26	.78	.73	6,620	492	549	501	101.83	
Edible calf offal.....	6.57	6.84	3.73	3.96	31,596	2,782	2,830	2,719	87.74	
Lard ²	36.05	36.03	15.61	15.54	1,748,020	164,919	165,988	146,520	94.58	
Edible hog offal.....	6.42	7.05	2.78	3.04	310,998	20,843	24,797	28,670	137.55	
Pork trimmings.....	12.97	13.58	5.61	5.86	629,491	45,270	53,577	55,225	121.99	
Inedible hog grease ²	2.79	2.83	1.21	1.22	135,303	12,279	12,673	11,541	93.99	
Sheep edible fat ¹	2.10	2.62	2.54	2.15	27,049	1,693	1,786	1,796	106.08	
Sheep edible offal.....	2.08	2.05	2.46	2.72	26,219	1,749	2,008	2,272	129.90	

¹Unrendered.

²Rendered.

JUNE MEAT CONSUMPTION.

The apparent consumption of federally inspected meats during June, 1928, with comparisons, is reported by the U. S. Department of Agricultural Economics as follows:

BEEF AND VEAL.

Consumption:	Pounds.
June, 1928	412,000,000
May, 1928	435,000,000
Per Capita Consumption:	
June, 1928	3.4
May, 1928	3.6

PORK AND LARD.

Consumption:	Pounds.
June, 1928	598,000,000
May, 1928	617,000,000
Per Capita Consumption:	
June, 1928	5.0
May, 1928	5.1

LAMB AND MUTTON.

Consumption:	Pounds.
June, 1928	40,000,000
May, 1928	40,000,000
Per Capita Consumption:	
June, 1928 .....	.33
May, 1928 .....	.33

Per capita consumption of all meats during June, 1928, was 8.7 lbs. As compared with June, 1927, per capita consumption of beef during June, 1928, was .5 lbs. less; pork and lard, the same; lamb and mutton, .01 lb. more.

CANNED MEAT EXPORTS LESS.

There was a decline in the quantity and value of canned meats exported in July, 1928, compared with the same month of 1927. These exports and their values, with comparisons, are reported as follows by the U. S. Department of Commerce:

	July— 1928	July— 1927	7 mos. ended July— 1928	7 mos. ended July— 1927
Total canned meats, lbs.	976,720	1,343,594	10,202,781	10,658,418
Value	\$345,422	\$502,193	\$3,710,252	\$3,786,185
Canned beef, lbs.	174,190	177,521	1,363,327	1,903,611
Value	\$64,234	\$7,647	\$493,427	\$601,574
Canned sausage, lbs.	134,752	198,204	1,229,161	2,410,940
Value	\$35,314	\$55,349	\$386,124	\$722,961

LARD AND GREASE EXPORTS.

Exports of lard from New York, August 1, 1928, to August 31, 1928, 22,404,839 lbs.; tallow, 120,000 lbs.; grease, 2,299,400 lbs.; stearine, 60,000 lbs.

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings into and from the United States during June, 1928, are given by the U. S. Department of Commerce as follows:

Countries:	Sheep, Lamb and Goat		Other*	
	Lbs.	Value.	Lbs.	Value.
Denmark	39,874	30,574	22,680	5,000
France	21,355	24,407	13,500	2,200
Germany	1,098	1,886	32,786	10,300
Hungary			233	181
Irish Free State				
Latvia			2,702	1,250
Lithuania			702	
Netherlands			6,391	2,000
Poland and Danzig	423	320		
Soviet Russia in Europe	62,709	243,658		
United Kingdom	47,082	65,746	16,746	2,194
Canada	60,984	62,385	218,943	33,293
Mexico	2,425	2,145		
Cuba			525	90
Argentina	56,226	57,947	530,420	162,325
Brazil			80,585	11,476
Chile	30,893	5,835	3,875	10,227
Uruguay			118,077	25,207
B. India			240	299
China	37,479	87,514	37,436	39,490
Iraq	30,013	60,571		
Palestine	528	732		
Persia	5,295	8,506	1,530	2,706
Syria	7,194	23,203		
Turkey	6,392	9,558	500	65
Australia	137,074	87,342	39,398	13,970
New Zealand	56,976	73,103		
Morocco	3,167	6,586		
Total	654,551	857,522	1,127,437	336,002

*Includes hog casings imported from China, Russia, etc.

Countries:	Hog Casings.		Beef Casings.	
	Lbs.	Value.	Lbs.	Value.
Belgium	3,690	1,790	106,072	14,500
Denmark			17,382	2,728
Finland	1,246	493	47,896	8,908
France	10,155	6,900	17,890	3,410
Germany	452,786	61,250	1,183,067	174,851
Italy	15,015	2,245		
Latvia				
Netherlands	35,415	4,849	227,341	31,490
Norway			6,035	2,474
Poland and Danzig			5,931	625
Spain	8,896	2,563	71,487	7,705
Sweden	2,000	720	39,737	4,740
Switzerland	2,502	1,838	40,400	5,913
United Kingdom	432,977	159,774	1,903	967
Canada		3,878	12,831	2,205
Panama				2,500
Newfoundland & Labrador				
Bermudas	779	603		
Cuba	358	275		
Australia	68,295	47,574		
New Zealand	16,293	13,227		
Union So. Africa	5,040	957		
Total	1,006,425	304,666	1,783,462	261,178

Exports of other casings were as follows: To Germany, 87,646 lbs., value, \$33,868; to Latvia, 1,000 lbs., value, \$350; to Norway, 39,129 lbs., value, \$1,881; to the United Kingdom, 6,280 lbs., value, \$4,407; to Canada, 97,130 lbs., value, \$14,694; to Panama, 247 lbs., value, \$80; to Mexico, 56 lbs., value, \$43; to Newfoundland, 290 lbs., value, \$500; to Cuba, 400 lbs., value, \$360; to the Union of South Africa, 7,140 lbs., value, \$1,999; making a total export of "other" casings of 239,318 lbs., valued at \$58,182.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended Sept. 1, 1928:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef		502
Canada—Vealers		1,002
Canada—Beef cuts		21,766 lbs.
Canada—Pork cuts		30,127 lbs.
Canada—Veal cuts		100 lbs.
Canada—Bacon		1,323 lbs.
Canada—Beef liver		2,850 lbs.
Italy—Sausage		4,008 lbs.
Italy—Hams		8 lbs.
Holland—Smoked hams		1,219 lbs.
Hungary—Dry sausage		229 lbs.
Germany—Dry sausage		1,510 lbs.
Germany—Smoked hams		298 lbs.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A moderate business passed in tallow in the East the past week, with some sales of extra New York at 8½c f.o.b. Offerings were not large, as production continued rather limited and producers were inclined to hold for better levels. Consumers, however, were unwilling to pay advances, but appeared to be willing to pay around 8½c f.o.b. The undertone of the market was undoubtedly firm and the situation in competitive quarters, steady to strong.

In some directions there is a tendency to anticipate a gradual increase in output, but it is argued that consumers have been eating into supplies on hand, which will serve to make for an undercurrent of strength in demand for some time to come.

At New York special was quoted at 8½c f.o.b., extra 8½@8½c f.o.b., and edible at 9½c. At Chicago a good inquiry was reported in the tallow market and the tone was firm, with edible quoted at 9½@9½c, fancy 8½@9c, prime packer 8½c, No. 1 at 8½c, and No. 2 at 7@7½c.

At the London auction on Wednesday, September 5, some 664 casks were offered and 211 sold at prices unchanged to 6d lower than the previous week, with mutton tallow quoted at 42s 6d to 44s, beef at 41s 6d to 45s, and good mixed at 39s to 41s 9d. At Liverpool Australian tallow was unchanged for the week, with fine quoted at 43s 6d and good mixed at 41s.

STEARINE—The market experienced a fairly good demand and was firm in the East. At one time oleo was up to 12c asked at New York and later was quoted at 11½c. At Chicago the market was firmer and quoted at 11@11½c.

OLEO OIL—A moderate business was reported to have passed in the East this week, and while prices were irregular, the undertone was fairly steady. At New York extra was quoted at 13½@13½c, medium 11½@11½c, and lower grades at 10½c. At Chicago the market was steady, with extra quoted at 13½c.

See page 40 for later markets.

LARD OIL—While the volume of business was moderate the market was firmer, influenced partly by the strength in raw materials. At New York edible was quoted at 15½c, extra winter 13c, extra 12½c, extra No. 1 at 12½c, No. 1 at 11½c, No. 2 at 11½c.

NEATSFOOT OIL—Demand was moderate, but the situation ruled steady to firm, with pure oil New York quoted at 15c, extra at 12½c, No. 1 at 11½c, and cold test at 19c.

GREASES—While the volume of trade was not large, a very steady tone featured greases in general, aided somewhat by strength in tallow and

steadiness in other competing quarters. At New York a fair business in superior house grease at 7½c was noted. In the East choice house was quoted at 7½c, choice yellow 7½c, "A" white 7½c, "B" white 7½@7½c, and choice white at 9½c. At Chicago fancy tallow was stronger and demand for prime packer was fairly good. Medium and low grade stock also displayed a stronger undertone. Offerings in all directions were moderate. At Chicago choice white was quoted at 8½@8½c, "A" white 8½@8½c, "B" white 8c, yellow 7½@7½c, and brown 7@7½c.

By-Products Markets

Chicago, Sept. 6, 1928.

Blood.

Blood market still quiet, with little interest shown.

Unit Ammonia.

Ground and unground\$ @4.75

Digester Hog Tankage Materials.

More strength evident in the market on feeding tankage materials. Offerings scarce.

Unit Ammonia.

Ground, 11½@12% ammonia.....\$4.75 & 10
Unground, 11½ to 12% ammonia..... 4.50 & 10
Ground, 6 to 8% ammonia..... 4.25 & 10
Unground, 6 to 8% ammonia..... 4.00

Fertilizer Materials.

Fertilizer materials market quiet. Low grade unground can be sold at \$24 @25 per ton delivered Central West points. Some demand for liquid stick.

Unit Ammonia.

High grd., ground, 10% am.....\$ @4.00 & 10
Lower grd., and ungr., 6-9% @4.00 & 10
Hoof meal 3.75@4.00
Bone tankage, low grd., per ton @25.00
Liquid stick 3.75@4.00

Bone Meals.

Little change in the bone meal market which continues quiet.

Per Ton

Raw bone meal.....\$34.00@50.00
Steam, ground 28.50@30.00
Steam, unground 26.00@28.00

Cracklings.

Crackling market is quiet but shows some strength. Demand for material for future shipment. Sellers' ideas strong.

Per Ton

Hard pressed and exp. unground, per unit, protein\$1.00@1.10
Soft. prsd. pork, ac. grease & quality.75.00@80.00
Soft. prsd. beef, ac. grease & quality.45.00@50.00

Gelatine and Glue Stocks.

Good demand for hide trimmings,

sinews and pizzles. Jaws, skulls and knuckles somewhat easier.

Per Ton

Kip and calf stock.....\$ @40.00
Hide trimmings 32.00@36.00
Rejected manufacturing bones..... 52.50@55.00
Horn piths @43.00
Cattle jaws, skulls and knuckles... 41.00@43.00
Sinews, pizzles and hide trimmings.. 33.00@38.00
Pig skin scraps and trim., per lb... @ 4½c

Horns, Bones and Hoofs.

Big packer cattle hoofs sold at \$47.50, Chicago. Hoofs in good demand.

Per Ton

Horns, according to grade.....\$50.00@100.00
Round shin bones 50.00@ 60.00
Flat shin bones 52.50@ 55.00
Cattle hoofs 45.00@46.00
Junk bones 27.00@28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

Summer production of coil dried hog hair \$40 per ton Chicago.

Coil and field dried..... 2 @ 3c
Processed grey, per lb. 3 @ 6c
Cattle switches, each* 4½@ 5½c

*According to count.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Sept. 5, 1928.

Unground dried fish scrap took a further drop in price and sold at \$5.25 & 10c delivered Baltimore, which is equal to \$5.05 & 10c f.o.b. fish factory at Chesapeake Bay. The buyers are looking for still lower prices.

No sales of tankage, blood, etc., were reported here during the past few days and trading in all materials is about at a standstill.

With the holidays over, no doubt business will show some improvement soon. With any sort of buying it would not take much to put prices of certain raw materials up as stocks are rather limited.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection for the week ended Sept. 1, 1928, with comparisons, are officially reported as follows:

	Week ended Sept. 1.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses	2,193	2,067	2,494
Cows, carcasses	1,739	1,561	2,497
Bulls, carcasses	51	34	31
Veals, carcasses	1,067	1,694	1,582
Lambs, carcasses	13,331	12,731	13,841
Mutton, carcasses	1,005	638	546
Pork, lbs.	146,433	238,061	277,419
Local slaughters:			
Cattle	1,637	1,453	1,491
Calves	1,553	1,445	1,421
Hogs	8,322	9,855	11,364
Sheep	5,704	4,821	5,606

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

Cotton Oil Industry Gets Together

Following the adoption of a code of business practice "with teeth in it" at the recent Memphis meeting, the cottonseed products industry went ahead to coordinate its trade association machinery to give the best effect to its rules of trade practice.

A joint committee is now at work on details for a new national organization which shall combine the objects and efficiency of the old Interstate Cottonseed Crushers' Association with those of the various state associations. The

tional association as coordinated and efficient administration can permit."

This idea was suggested as long ago as 1918 by Louis N. Geldert, editor of the Interstate Association's monthly bulletin, the Cotton Oil Press. Sentiment for it has been growing since that time, and last year's president, S. W. Wilbor of Texas, brought it to a head with his plan for nationalized organization and membership control of trading rules and arbitration, copyrighted sales contract forms and other ideas for making membership really mean something.

The joint committee is now at work on details of the organization plan. When completed and put in force it will be an effective means of enforcing the trading rules and the code of business practice adopted by the industry and approved by the government.

This is not idealism, but common sense business cooperation along the lines advocated by Herbert Hoover ever since he became Secretary of Commerce. It is to the credit of the cottonseed products industry that it is the first to go thus far in carrying out these ideas.



CHRISTIE BENET.
General Counsel, Interstate Cottonseed Crushers' Association.

latter, all the way from North Carolina to Texas, have been autonomous bodies, each pursuing its own way.

The new plan provides, as General Counsel Christie Benet puts it, for "a strong, virile national association, adequately manned, financed and equipped to give all the service that a strong trade association can legally do, and yet retain to the state groups local powers and rights, so far as possible, with as little oversight from the na-

FOR FERTILIZER TRADE CODE.

The fertilizer industry is considering adoption of a trade practice code.

Announcement is made of a series of meetings planned for October, to be held under the auspices of the National Fertilizer Association, at which a code of trade practices of the fertilizer industry will be discussed.

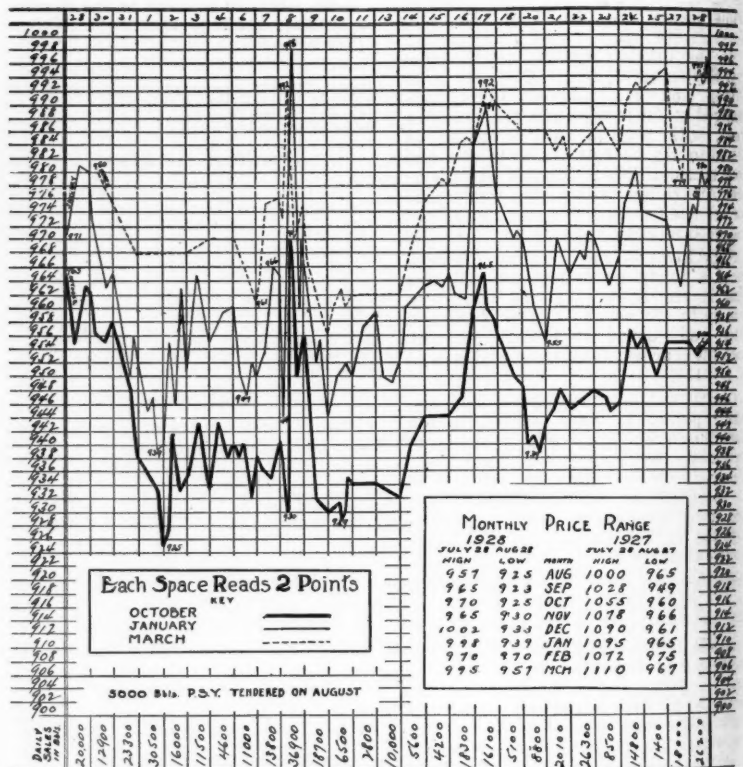
The meetings will be held by districts. In some cases joint meetings of two or more districts will be held.

JULY MARGARINE EXPORTS.

Exports of oleomargarine during July, 1928, totalled 45,384 lbs., compared with 40,647 in July, 1927. For the first seven months of 1928, the exports totalled 421,339 lbs. compared with 480,250 in the same period of 1927. Practically the entire export went to Central American countries and the West Indies.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, August 1, 1928, to August 31, 1928, none.



This chart shows the daily price movement of prime summer yellow cottonseed oil on the New York Produce Exchange during the trading month of August. The chart is prepared by The Edward Flash Co. of New York.

The July consumption of refined oil, amounting to 266,000 bbls. as reported by the U. S. Bureau of the Census, was larger than expected. The carryover of 2000, crude and refined oil July 1 was comparatively heavy. The total consumption of refined oil for the past season is placed at 3,387,000 bbls., compared with 3,560,000 bbls. the previous season. The latter, however, was the largest of record.

The cotton oil market is somewhat in the position of marking time, waiting for the outcome of the new cotton crop. Stocks of oil are rather heavy, and with the near approach of the new crop oil little advance in price is anticipated by trade interests, although it is expected that a trading market will be maintained during September.

The Blanton Company

ST. LOUIS

Refiners of

VEGETABLE OILS

Manufacturers of

SHORTENING

MARGARINE

Vegetable Oil Markets

WEEKLY REVIEW

Market Moderately Active—Undertone Stronger—Better Outside Markets a Factor—September Tenders Quickly Stopped—Cash Trade Improved—Professionals More Bullish—Crop Complaints Increasing.

A fair volume of trade and a distinctly stronger tone featured cottonseed oil on the New York Produce Exchange the past week. At no time was there any material pressure in evidence, with the selling mainly confined to scattered longs, who were taking profits or switching their nearby holdings to the futures.

Persistent buying of the October delivery by refiners' brokers gave some strength to the general situation, but the advance was in the main brought about by the pit element, who found little difficulty in working the market gradually higher. Scattered commission house buying of the futures was in evidence, but outside speculative demand was not aggressive.

The strength in the general market was largely attributed to the better tone in outside allied commodities, particularly lard and cotton, and to increasing complaints, the result of rainy weather in the Eastern belt and weevil reports from other sections. Improvement in cash oil trade and evidence of a better compound business has influence, as did indications of support in the nearby oil positions credited to one of the large refining interests.

The private cotton crop estimates continued to vary greatly, the latest reports running from 14,000,000 to around 15,000,000 bales, which made for a tendency in many directions to go slow, pending the issuance of the government figures.

Short Interest in Spot Oil.

A short interest exists in the spot month. It was estimated that the open remaining interest in September was probably around 20,000 bbls., and that further tenders would have to be forthcoming. Some of the close observers believed that a prominent Middle Western refiner was still long on September, and would stop any further

tenders, while those bullishly inclined on oil were materially encouraged by the contentions that the 26,300,000 lbs. of lard delivered on September lard contracts on the first tender day were stopped largely by a large packer. The feeling prevailed that the lard as a re-

sult was in stronger hands, and it was noticeable that lard scored fairly good gains after the tenders were out of the way.

The weekly weather report spoke rather unfavorably of conditions in the South the past week. There were numerous reports from private sources of crop deterioration, all of which served to help maintain cotton values and found sympathetic reflection in oil. A lack of pressure from new crop oil hedges was freely commented upon, and there was more or less talk of a late movement of new oil. Crude oil was 8c bid, with very little coming out, while seed prices were quoted at \$33 per ton nominal.

Improvement in cash trade the past two weeks has apparently brought about the lifting of some hedges from the nearby deliveries, which has had a strengthening influence. And owing to the more satisfactory spread between lard and compound, there is a disposition to anticipate heavy distribution of oil during the coming two or three months. August consumption estimates however, range from 275,000 to 300,000 bbls., compared with 340,000 bbls. in August last year.

Market Sensitive to Crop Talk.

While the extent of consumption is an important factor, the probable crush this season is equally as important, particularly in view of the liberal carryover. This being the case, the market is sensitive to crop estimates, and particularly to weather conditions, and will remain so for another month or six weeks.

In most quarters the impression prevailed that the market was discounting a crop estimate of around 14,000,000 bales. Some argue that a crop of such size would give sufficient new oil with the carryover for the season's requirements and leave a comfortable surplus at the close of this season, while others are inclined to look for larger distribution this season than the past, due to the smaller number of hogs in the country, the better competing basis between oil and lard at present, together with likelihood of lard commanding goodly premiums over oil and

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 6, 1928.—Crude oil has experienced sharp advances this week of from $\frac{1}{2}$ @ $\frac{3}{4}$ c, with top price today $8\frac{1}{2}$ c east of the river and $8\frac{3}{4}$ c in Texas.

Mills generally are holding off until the government cotton report Saturday. If bullish, the mills expect nine-cent crude in the next thirty days, as they are disappointed over the slow movement of seed, due to recent unfavorable weather.

Unable to secure early crude, buyers have continued to contract daily for a large quantity of refined at steadily advancing prices. The present spread between cotton oil and pure lard is bringing about a large consumption of the former, which is likely to continue for the next thirty days.

In the future markets nearbys are advancing to the level of distant months, with some predictions that October will sell above December, January and March.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 6, 1928.—Crude in demand at $8\frac{1}{2}$ c for prompt and September shipment. Mills inclined to hold off until government report Saturday. Forty-one per cent meal \$38.50 for prompt. Later deliveries are shade lower. Loose cottonseed hulls \$4.50 bid and \$5.00 asked, f.o.b. Memphis.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 6, 1928.—Prime cottonseed delivered Dallas, \$33.00; prime crude oil, $8\frac{1}{2}$ c; 43 per cent cake and meal f.o.b. Dallas, \$37.00; hulls, \$6.00; mill run linters, 4@5c. Weather cool.

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PRODUCE EXCHANGE BLDG.

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COTTON SEED OIL

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THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The New Orleans Refined Cotton Seed Oil Market

offers every modern facility to the trade, carrying a large volume of business, with prompt and satisfactory executions.

Effective August 1, 1928, the charge for receiving, storing, sampling, weighing, fire insurance and certifying refined cotton seed oil for each contract of 30,000 pounds up to and including TEN contracts, will be \$18.00. For each additional contract, \$15.00.

Storage on each contract of 30,000 pounds shall be \$18.00 for the first month or fraction, commencing the day after date of warehouse receipt; thereafter, 50 cents per day.

There are five bonded and licensed storage yards.

The New Orleans contract is the only future contract in the world protected by an indemnity bond guaranteeing weight, grade and quality at time of delivery.

New Orleans Cotton Exchange
Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
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COTTON OIL FUTURES
On the New York Produce Exchange

compound for some little time to come. Lard stocks during the month of August decreased 12,830,000 lbs., and at the beginning of September totaled 104,401,099 lbs., compared with 115,182,190 lbs. in mid-August, 117,231,404 lbs. at the end of July, and 93,820,826 lbs. at the end of August last year.

The technical position has been weakened somewhat by the upturn, but the market nevertheless appears to be in a more two-sided position than it has been of late. The possibilities of liberal tenders on October contracts face the trade, and it is equally true that the period of increased hedge pressure on futures is rather close at hand.

COTTONSEED OIL—Market transactions:

Friday, Aug. 31, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	945 a	980
Sept.	1000	944 943	946 a	959
Oct.	5500	967 962	966 a	.....
Nov.	100	970 970	967 a	973
Dec.	2400	975 972	973 a	.....
Jan.	4600	981 978	980 a	.....
Feb.	.....	.....	980 a	993
Mar.	1900	999 996	996 a	997
April	.....	.....	999 a	1010

Total sales, including switches, 15,500 bbls. P. crude S. E. nominal.

Saturday, Sept. 1, 1928—Holiday.

Monday, Sept. 3, 1928—Holiday.

Tuesday, Sept. 4, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	960 a	1000
Sept.	.....	.....	965 a	990
Oct.	3100	987 975	986 a	985
Nov.	.....	.....	985 a	995
Dec.	1300	988 982	985 a	.....
Jan.	800	997 995	992 a	995
Feb.	.....	.....	992 a	1010
Mar.	900	1010 1009	1005 a	1010
April	.....	.....	1005 a	1020

Total sales, including switches, 6,100 bbls. P. crude S. E. 8c bid.

Wednesday, Sept. 5, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	960 a	1025
Sept.	.....	.....	985 a	1000
Oct.	6400	1002 994	1002 a	1005
Nov.	.....	.....	1000 a	1010
Dec.	3100	1003 995	1003 a	1002
Jan.	2400	1008 996	1009 a	1015
Feb.	.....	.....	1010 a	1020
Mar.	900	1025 1017	1025 a	.....
April	100	1025 1025	1025 a	.....

Total sales, including switches, 12,900 bbls. P. crude S. E. 8c bid.

Thursday, Sept. 6, 1928.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	1025 a	1050
Sept.	1040 a	.....
Oct.	1035 a	1039
Nov.	1027 a	1045
Dec.	1026 a	1025
Jan.	1020 a	1029
Feb.	1030 a	1045
Mar.	1045 a	1025
April	1048 a	1060

Sales 17,200 barrels.

See page 40 for later markets.

COCOANUT OIL—Demand was rather quiet throughout the week, but the tone was steady, although reports indicated a plentiful supply of copra in the Philippines. At New York tanks

were quoted at 8½c, and at the Pacific coast at 7¼@7½c.

CORN OIL—Demand was moderate, but the market very steady, with prices quoted at 8½@8¾c f.o.b. mills.

SOYA BEAN OIL—Inactivity ruled the market again this week, with interest more or less of a routine character. Prices were about steady, with New York tanks quoted at 10½c, barrels 12½c, while Pacific coast tanks were available at 9½c.

PALM OIL—A firm situation generally ruled the market, although trade appears to be moderate. Strength in tallow served to give further firmness to the nearby palm oil situation, and with no particular pressure from importers, prices held strongly. At New York spot Nigre was quoted at 7¼@7½c, shipment Nigre 7.15@7.25c, spot Lagos 8@8¼c, and shipment Lagos 7.65@7¾c.

PALM KERNEL OIL—Consuming demand was rather moderate, but the situation was reported steady, with spot tanks New York quoted at 8¼c and packages at 9c.

OLIVE OIL FOOTS—While offerings were limited and rather firmly held, demand appeared to be very quiet, and acted as an offset to the former. Locally spot and nearby foots were quoted at 10½c.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Demand was reported moderate for store oil at New York, and prices were nominally quoted about ¼c over September. The store stocks at New York on Sept. 1 were officially placed at 10,727 bbls. Crude oil, Southeast, Valley and Texas, 8c bid.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Sept. 5, 1928.

Extra tallow, f.o.b. seller's plant, 8½c lb.; Manila cocoanut oil, tanks, New York, 8¼c lb.; Manila cocoanut oil, tanks, coast, 7¾c lb.; Cochiti cocoanut oil, barrels, New York, 10½c lb.; P. S. Y. cottonseed oil, barrels, New York, 10½@11½c lb.; crude corn oil, barrels, New York, 11@11½c lb.; olive oil foots, barrels, New York, 10½@10¾c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.40@1.45 gal.; crude soya bean oil, barrels, New York, 11½@12¼c lb.; palm kernel oil, barrels, New York, 9¾c lb.; red oil, barrels, New York, 9@9¼c lb.; Nigre palm oil, casks, New York, 7¼@8c lb.; Lagos palm oil, casks, New York, 8¼c lb.; glycerine (soaplye), 7½c lb.

MARGARINE MADE AND SOLD.

Oleomargarine production and sale during June and July, 1928, compared with the same months of 1927, are indicated in the following figures reported by the Collector of Internal Revenue, showing the tonnage on which tax was collected and the amount of the tax.

	Colored.		Uncolored.	
	Lbs.	Tax	Lbs.	Tax
June, '28	922,407	\$85,706.30	23,003,992	\$37,635.98
June, '27	853,841	\$7,681.00	20,317,504	\$5,783.76
July, '28	818,514	\$84,483.60	19,671,600	\$49,183.48
July, '27	778,550	\$78,483.90	15,948,280	\$39,730.70

For the fiscal year ended June 30, 1928, there was collected a total of \$1,236,877.87 on colored oleomargarine and \$698,018.19 on uncolored. For the previous fiscal year the collections totalled \$1,161,976.87 on the colored product and \$619,680.44 on the uncolored.

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3. Grinds tankage, beef scrap, fish scrap, blood meal, bone—in one continuous operation. Delivers a thoroughly ground product to your storage bins without the use of cage mills, screens, or elevators.
4. Handles up to 18% grease and 30% moisture without any trouble.
5. Foreign objects cannot injure the mill. Sudden shocks, strains, and abuses to which every mill is subject will break cast iron but not steel.
6. The "Jay Bee" has the largest intake and outlet areas. The No. 3 mill has a 12" x 15¼" feed opening and a 560-sq. inch screen area. The No. 4 mill has a 12" x 20" feed opening, and a 737-sq. inch screen area.
7. Large heavy manganese steel hammers. The hammers weigh 40 ounces each. The No. 3 mill has 36 hammers. The No. 4 mill has 48 hammers.

J. B. SEDBERRY, Inc., 61 Hickory St., Utica, N. Y.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products active and stronger on general buying of lard, continued firmness in hogs and strength of cotton oil short covering. Profit taking in evidence, but readily absorbed. Cash trade fair.

Cottonseed Oil.

Cotton oil active and very strong. Refiners buying nearby months. Commission houses and professionals buying futures on unfavorable weather in the Eastern belt, strength of cotton and lard short covering. Light hedge pressure. Evidence of fair cash trade. Strong crude markets. Southeast and Valley, 8½¢ sales; Texas, 8½¢ sales. Refiners raised cash oil ½¢ to the trade and advanced compound ¼¢ with prospects reported good for a further advance today. Cotton report anxiously awaited. Some regard the advance as too rapid and are taking profits.

Quotations on cottonseed oil at New York, Friday noon were: Sept., \$10.25 @10.55; Oct., \$10.46; Nov., \$10.37 @10.50; Dec., \$10.36 @10.37; Jan., \$10.40 @10.41; Feb., \$10.40 @10.50; Mar., \$10.55; Apr., \$10.55 @10.65.

Tallow.

Tallow, extra, 8½¢ asked.

Stearine.

Stearine, oleo, 11½¢ sales.

FRIDAY'S GENERAL MARKETS.

New York, Sept. 7, 1928.—Lard prime western, \$13.35 @13.45; middle western, \$13.25 @13.35; city, 12½ @13¢; refined continent, 13½¢; South American, 14½¢; Brazil kegs, 15½¢; compound, 12¢.

BRITISH PROVISION CABLE

(Special Letter to The National Provisioner.)

Liverpool, Sept. 7, 1928.

The general provision market is very dull. Poor demand for hams and no demand for picnics and square shoulders. Lard demand fair.

Today's prices are as follows: square shoulders, 84s; American cut hams, 100s; long cut hams, 116s; Cumberlands, 90s; short backs, 96s; Wiltshires, none; clear bellies 90s; spot lard, 66s 9d; September lard, 66s; October 66s 9d; January 67s 3d.

EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet during the week ended Sept. 1. Week's lard receipts were 1,136 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 89,000 at a top price of 17.30 cents a pound, compared with 92,000 at 16.01 cents a pound, for the same week last year.

The Rotterdam market was firm for animal fats exclusive of lard, but weak and dull for vegetable oils.

The market at Liverpool was firm.

The total of pigs bought in Ireland for bacon curing was 28,000 for the week compared with 20,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ended August 31, 1928 was 86,267.

MEAT AND LARD STOCKS

A sharp decline in the stocks of meats and lard at the seven leading markets of the country during August is shown by reports of stocks on hand at the end of the month.

With the exception of lard and S. P. bellies, all stocks are well under those of a year ago.

Stocks of S. P. meats dropped 35,000,000 lbs. during the month, the principal decline being in both regular and skinned hams. Picnics also moved out freely during the month.

Dry salt meats declined 5,000,000 lbs., and are 12,000,000 lbs. lower than on September 1, 1927.

A decline of 42,000,000 lbs. in "all meats" occurred during August, making this item stand 44,000,000 lbs. under that of a year ago.

Lard stocks declined approximately 18,000,000 lbs. in August, and are now only 25,000,000 lbs. heavier than those on hand on September 1 a year ago.

Hog runs during the month have been light, hoof prices were high and cutting losses general.

Cured meats have moved on a price basis satisfactory for product put down from the cheaper hogs of the early months of the year, but most cured product prices are out of line for anything going into cure within the past 60 or 90 days.

With the sharp decline in storage stocks it would seem that selling prices of cured product should soon come nearer paralleling inventory values than they are doing at the present time.

Stocks of provisions at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on August 31, 1928, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	Aug. 31, '28.	July 31, '28.	Aug. 31, '27.
Total S. P. meats	165,273,965	200,280,826	191,764,217
Total D. S. meats	76,933,160	81,490,618	88,745,900
Total all meats	258,789,011	304,988,098	302,123,206
P. S. lard	118,770,204	132,751,137	102,295,239
Other lard	24,185,611	26,414,439	25,502,648
Total Lard	142,955,815	159,165,576	127,797,887
S. P. reg. hams	55,292,220	68,901,337	60,800,243
S. P. skind. hams	37,721,384	42,876,737	64,837,395
S. P. bellies	57,337,163	67,550,088	43,351,281
S. P. picnics	14,288,311	19,518,217	22,400,981
D. S. bellies	62,959,921	62,956,774	71,887,359
D. S. fat backs	10,173,511	13,671,579	10,310,764

HULL OIL MARKET.

Hull, England, Sept. 6, 1928.—(By Cable.)—Refined cottonseed oil, 33s 9d; Egyptian crude cottonseed oil, 30s 3d.

TRADE GLEANINGS

The National Cottonseed Products Corporation has added the Lexington, Tenn. Gin Co. plant to its holdings.

W. B. Gowdey, vice-president and manager of the Delta Cotton Oil Co., Jackson, Miss., died suddenly on August 10.

C. C. Fishburne, Columbia, S. C., has been appointed manager of the Charlotte-Columbia district of the Southern Cotton Oil Co., succeeding the late W. A. Reynolds.

The Southern Cotton Oil Company has purchased a tract of land in Decatur, Ala., on which it is planned to erect a new fertilizer plant and storage buildings.

The Fred Dold & Sons Packing Co., Wichita, Kans., has let the contract for construction of its new one-story and basement 100 by 180 ft. packing house, to be located at 21st and Topeka streets.

Construction of another unit of the plant of the Wilson & Toomer Fertilizer Co., Jacksonville, Fla., to cost \$75,000, is announced. The structure will be 580 by 230 ft. in size. Work will begin in the near future.

The Southern Cotton Oil Co. of New Orleans has purchased the mill properties of the Empire Cotton Oil Co., all of which are located in Georgia. Some of the mills will be operated and others will remain closed or be dismantled.

The Davison-Pick Fertilizers, Inc., New Orleans, La., plan the early erection of a new wharf and steel warehouse, to cost approximately \$40,000. New machines will be installed and old ones overhauled, about \$130,000 being spent in equipment.

The majority of stock of the Lamar Cotton Oil Company, Paris, Tex., has been sold to P. A. Norris of Ada, Okla. The new officers of the organization are T. A. Norris, president; R. E. Wootten, vice-president and manager; A. B. Wise, secretary and treasurer.

Amended articles of incorporation of the Utah Packing Co., Ogden, Utah, provide for the appointment of an assistant secretary and an assistant treasurer. Officers of the company are A. L. Kyle, San Francisco, president; R. Wadsworth and John Russell, Ogden, vice-presidents; W. W. Barrett, Ogden, secretary and treasurer.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine beef exports this week up to Sept. 7, 1928, show exports from that country were as follows:

To United Kingdom, 157,073 quarters; to the Continent, 33,529; others, none.

Exports for the previous week were: to England, 73,478 quarters; to the Continent, 9,826 quarters; others, none.

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on Sept. 1, 1928, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	Sept. 1, 1928.	Aug. 1, 1928.	Sept. 1, 1927.
Bacon, lbs.	3,786,448	3,491,718	3,072,944
Hams, lbs.	1,405,936	455,392	562,323
Shoulders, lbs.	218,400	13,328	163,806
Lard, tierces	417	541	776
Lard, refined, tons.	4,163	4,762	4,861

Hide and Skin Markets

Chicago.

PACKER HIDES—Packer hide market active, with advances of $\frac{1}{2}$ c registered on practically all selections except branded cows, and $\frac{1}{2}$ c higher now firmly asked on these hides. The advanced prices are now bid on most selections, with packers asking a further advance of $\frac{1}{2}$ c. Total movement covered around 90,000 hides for the period, including a general clean-up of the long-neglected bulls, which had been entirely lacking in interest. Most of the hides moving, with exception of bulls, were current slaughter. Good demand exists for most descriptions at last trading prices, with no anxiety to sell on the part of killers.

Spread native steers quoted nominally around $26\frac{1}{2}$ @27c, with last trading at 26c. Heavy native steers sold rather early at $24\frac{1}{2}$ c for about 8,000 and this is bid for more, with 25c asked. Extreme native steers sold at 23c the previous week; this is now bid and 24c asked.

Butt branded steers sold early at 23c, steady; later sale at $23\frac{1}{2}$ c reported by one packer. Colorados moved at $22\frac{1}{2}$ c early and this is bid for more. Heavy Texas steers sold this week at 23c, and this was realized late last week for 5,000 August hides, being $\frac{1}{2}$ c advance over early last week. Light Texas steers moved at $22\frac{1}{2}$ c by at least one packer. Extreme light Texas steers held at $22\frac{1}{2}$ c, with last trading price of 22c declined.

Heavy native cows in demand, with $24\frac{1}{2}$ c bid, or $\frac{1}{2}$ c advance; one car reported sold at this figure. Light native cows moved in a big way, at least 26,000 bringing 23c early; 23c now bid for more, with stocks fairly well cleaned up, and $23\frac{1}{2}$ c asked. Branded cows sold early at 22c; this is bid and declined for more.

The heavy accumulation of bulls moved early for export; upwards of 40,000 here and at New York involved; June forwards sold at 16c and later 16 $\frac{1}{2}$ c, while prior to June brought 15c. Fort Worth branded bulls sold late last week at 15 $\frac{1}{2}$ c.

SMALL PACKER HIDES—First trading in September hides appeared when a local killer moved both August and September productions of plants here and at outside points at 23c for all-weight native steers and cows and 22c for branded; about 16,000 to 18,000 hides. One local killer still has July and August hides and asking $23\frac{1}{2}$ c for natives and $22\frac{1}{2}$ c for branded, and $23\frac{1}{2}$ c firmly asked in other directions for September natives. Another local killer reports an earlier sale of July and August productions at 23c for natives and $22\frac{1}{2}$ c for branded. Small packer regular slunks sold at \$1.60; hairless nominally around 60c.

HIDE TRIMMINGS—Last trading in big packer production was at \$35.00 per ton; small packer hide trimmings nominally around \$31.00 up to \$33.00.

COUNTRY HIDES—Country hide market steady to a shade firmer, although trading rather light. Most interest has centered on the packer market. Good all-weights generally quoted 19 @ $19\frac{1}{2}$ c, selected, delivered. Heavy steers and cows 17 @ $17\frac{1}{2}$ c, selected.

Buff weights quoted 19 @ $19\frac{1}{2}$ c, with some dealers' ideas higher later on. Generally asking 22c for good 25-45 lb. extremes, with $21\frac{1}{2}$ c quoted at a nominal market. Bulls slow and quoted around 14 @ $14\frac{1}{2}$ c, selected. All-weight branded priced around 17c, less Chicago freight.

CALFSKINS—Packer calfskin market quiet and sold up to first of August; last trading at 30c for Northern Julys and 29c for Southern. Quoted nominally on this basis, with August skins offered at 31c. First salted Chicago city calfskins sold late last week at $27\frac{1}{2}$ c for a car of 8/15's, and another car reported since. Outside cities quoted around $26\frac{1}{2}$ @27c. Mixed cities and countries around 24 @ $25\frac{1}{2}$ c.

KIPSKINS—Packer kipskins quiet, so far. Natives offered at $27\frac{1}{2}$ c, over-weights at $26\frac{1}{2}$ c and branded at $25\frac{1}{2}$ c, with bid of $27\frac{1}{2}$ c reported for natives at special points. First salted Chicago city kips $25\frac{1}{2}$ c bid, 26 asked. Outside cities quoted around 25 @ $25\frac{1}{2}$ c. Mixed cities and countries $23\frac{1}{2}$ @ $24\frac{1}{2}$ c. Packer regular slunks sold in one direction at \$1.75, with a previous sale at \$1.70. Hairless quoted around 70c, nominal.

HORSEHIDES—Market still rather slow, with choice city renderers held at \$7.25@7.50, ranging down to \$6.25@6.75 asked for ordinary mixed lots.

SHEEPSKINS—Dry pelts quoted 26 @28c per lb., according to section. Packer shearlings continue firm, with a car reported at \$1.50, another at \$1.55; market well sold up at present. Pickled skins nominally unchanged and about cleaned up locally; quoted on basis of \$10.25 per doz. for straight run of big packer lamb, with blind ribby lambs quoted at \$11.00 and ribby lambs at \$9.75.

PIGSKINS—No. 1 pigskin strips quoted at $10\frac{1}{2}$ c last paid for big packer production, ranging down to $9\frac{1}{2}$ c for small packer l.c.l. lots. Gelatine stocks sold at $4\frac{1}{2}$ @ $4\frac{3}{4}$ c.

New York.

PACKER HIDES—Market active and higher; August productions were about cleaned up during the week, native steers moving first at $24\frac{1}{2}$ c, followed by butt brands at 23c and Colorados at $22\frac{1}{2}$ c; some bulls moved earlier at 16 @ $16\frac{1}{2}$ c for June forwards and 15c for prior to June.

COUNTRY HIDES—Market steady but trading continues slow so far. Receipts continue rather light. Buff weights held around 19 @ $19\frac{1}{2}$ c; 25/45 extremes available around 22c, with buyers' ideas at least $\frac{1}{2}$ c less for northern descriptions; southern quoted around a cent less.

CALFSKINS—Calfskin market reported stronger in a nominal way, in sympathy with hide market. Tanners appear to be holding off on account of unfavorable leather business while sellers are anticipating higher prices, due to light receipts. Last trading in 5/7's was at \$2.45@2.52 $\frac{1}{2}$; 7/9's at \$3.00 and 9/12's at \$3.90. The 12/17 veal kips quoted nominally around \$4.45, with buttermilks last moving at \$4.10.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended September 1, 1928, 2,624,000 lbs.; previous week, 2,767,000 lbs.; same week, 1927, 3,931,000 lbs.; from January 1 to September 1, 1928, 140,693,000 lbs.; same period, 1927, 153,297,000 lbs.

Shipments of hides from Chicago for the week ended September 1, 1928, 3,673,000 lbs.; previous week, 4,211,000 lbs.; same week, 1927, 3,837,000 lbs.; from January 1 to September 1, 1928, 584,000 lbs.; same period, 1927, 175,607,000 lbs.

TANNERS' HIDE STOCKS.

Stocks of hides and skins held by tanners on July 31, 1928, are reported by the U. S. Department of Commerce as follows:

	July, 1928.	June, 1928.
Cattle, total	1,396,445	1,398,441
Steers	417,613	492,205
Cows	743,154	711,581
Bulls	24,400	20,501
Unclassified	211,269	174,151
Calf	1,907,858	1,947,320
Kip	183,325	224,536
Sheep and lamb	5,758,186	5,560,634
Goat and kid	7,607,633	7,868,360
Cabretta	493,576	446,147

ITALIAN HIDE EXPORTS.

Italy has increased the allotment of hides and calfskins which can be exported from that country during 1928. Cattle hides to the extent of 30,000 tons, and calfskins up to 6,000 tons, can be exported, according to advices received by the U. S. Department of Commerce.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Sept. 7, 1928, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Sept. 7, '28.	Prev. week.	Cor. week, 1927.
Spr. nat. str.	$26\frac{1}{2}$ @27	@26	24 @ $24\frac{1}{2}$ n
Hvy. nat. str.	@ $24\frac{1}{2}$ b	@24	22 $\frac{1}{2}$ @23ax
Hvy. Tex. str.	@23	@ $22\frac{1}{2}$ a	@21 $\frac{1}{2}$
Heavy butt			
Brnd'd str.	@ $23\frac{1}{2}$ a	@23	@ $21\frac{1}{2}$
Hvy. Col. str.	@ $22\frac{1}{2}$ b	@22	@21
Ex-light Tex.			
strs.	@ $22\frac{1}{2}$ ax	@22	@21
Brnd'd cows	@ $22\frac{1}{2}$ ax	@22	@21
Hvy. nat. cows	@ $24\frac{1}{2}$ b	@24	21 $\frac{1}{2}$ b@ $22\frac{1}{2}$ ax
Lt. nat. cows	@ $23\frac{1}{2}$ ax	@ $22\frac{1}{2}$ a	@ $22\frac{1}{2}$ b
Nat. bulls	@ $16\frac{1}{2}$ a 17	@17 $\frac{1}{2}$ n	@16 $\frac{1}{2}$ n
Brnd'd bulls	@15 $\frac{1}{2}$ a	@16a	15 $\frac{1}{2}$ @16n
Calfskins	@31ax	@30	24 $\frac{1}{2}$ @25ax
Kips, nat.	@27 $\frac{1}{2}$ a	@27 $\frac{1}{2}$ a	24 @25ax
Kips, ov-wt.	@ $26\frac{1}{2}$ ax	@ $26\frac{1}{2}$ ax	@24
Kips, brnd'd.	@ $25\frac{1}{2}$ ax	@ $25\frac{1}{2}$ ax	@22n
Slunks, reg.	1.70@1.75 1.67 $\frac{1}{2}$	@1.70 1.35b	@1.50ax
Slunks, hrls.	@70n 65	@70 75	@80

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@23	@ $22\frac{1}{2}$ a	22 $\frac{1}{2}$ b@23ax
Branded	@22	@22	@21ax
Nat. bulls	@16 $\frac{1}{2}$ n	@17	15 $\frac{1}{2}$ @16n
Brnd'd bulls	@15 $\frac{1}{2}$ n	@15 $\frac{1}{2}$ a	14 @15n
Calfskins	@27 $\frac{1}{2}$ a	27b @28ax	@21 $\frac{1}{2}$ n
Kips	@25 $\frac{1}{2}$ a	25 $\frac{1}{2}$ @26	21 $\frac{1}{2}$ @22n
Slunks, reg.	@1.60	@1.60	@1.15
Slunks, hrls.	@60n	@55	@60

COUNTRY HIDES.			
Hvy. str.	@17 $\frac{1}{2}$ a	17 @17 $\frac{1}{2}$ a	17 @17 $\frac{1}{2}$ ax
Hvy. cows	@17 $\frac{1}{2}$ a	17 @17 $\frac{1}{2}$ a	17 @17 $\frac{1}{2}$ ax
Bufs	@19 $\frac{1}{2}$ a	19 @19 $\frac{1}{2}$ ax	19 @19 $\frac{1}{2}$ a
Extremes	@21 $\frac{1}{2}$ a	21 $\frac{1}{2}$ @22ax	21 @22
Bulls	@14 $\frac{1}{2}$ a	14 @14 $\frac{1}{2}$ n	14 @14 $\frac{1}{2}$ ax
Calfskins	@22 $\frac{1}{2}$ a	22 $\frac{1}{2}$ @23	18 @18 $\frac{1}{2}$ n
Kips	@22 $\frac{1}{2}$ a	21 $\frac{1}{2}$ @22 $\frac{1}{2}$ a	18 @18 $\frac{1}{2}$ n
Light calf	1.00@1.70	1.50@1.60	1.00@1.10
Deacons	1.60@1.70	1.50@1.60	1.00@1.10
Slunks, reg.	@.75	@.75	@.75
Slunks, hrls.	@.25	@.30	@.25
Horsehides	.6.25@7.50	6.50@7.75	6.00@7.00
Hogskins	@.80	@.90	@.85

SHEEPSKINS.			
Pkr. lambs	.....	.....	.....
Sm. pkr. lambs	.....	.....	.....
Pkr. shearings	1.50@1.55	@1.50	1.15@1.25
Dry pelts	26 @28	26 @28	24 @26

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Sept. 6, 1928.

CHICAGO—Compared with a week ago fed steers and yearlings were 25¢ higher, good and choice grades showing most advance but all grades sharing in the upturns. Bigweight cattle with finish sold above yearlings for the first time this season. Top \$18.25 for 1,300 lb. averages, best yearlings \$18.10. Supply of this kind was scarce; finished heifers in light supply. Bulk of the fed kinds, \$15.75@16.75, few upward to \$17.25 and above; fat she stock showed slight strength on the close; bulk grass cows, \$8.50@9.50, grassy heifers at \$11.00@13.00 showing some advance; grainfed cows very scarce. All cutters strong at \$6.25@7.65.

Weighty sausage bulls mostly steady, supply very light, run mostly light grassers, selling around 25¢ lower at \$8.75 downward. Vealers comparatively scarce, 75¢@1.00 higher. The best market was on the close. Bulk sold late at \$17.50@18.50, grassy calves showing some advance at \$11.00@14.00.

HOGS—Choice light hogs sold at new high prices for the year on Tuesday when the top reached \$13.25, the highest price paid locally since November, 1926. Heavier receipts later in the week enabled buying interests to force the top back to the \$13.00 mark and

in comparison with a week ago the market is steady to 10¢ higher, mostly steady. Today's top \$13.10, week ago \$13.00; today's bulk good and choice 170 to 240 lb. weights \$12.65@13.00; 250 to 280 lb. averages \$12.25@12.60 and 290 to 360 lb. weights \$11.75@12.25; bulk good and choice 140 to 160 lb. averages \$11.75@12.75; medium sorts down to \$11.00; bulk packing sows \$11.15@11.40; smooth sorts, \$11.50; stags, \$10.50@11.50.

SHEEP—Despite receipts slightly larger for the three days as compared with the four days last week, fat lambs advanced under broad local and shipping demand to levels \$1.00@1.50 above low spot two weeks ago; gains for week around 25¢@50¢. Yearlings scarce. Aged sheep not much changed. Bulk of week's range lambs, \$15.00@15.60, only choice lightweights quoted at \$15.75 late. Top natives, \$15.35; bulk, \$14.50@15.00; throwouts, \$10.50@11.00; fat ewes, \$6.00@7.25.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Sept. 6, 1928.

CATTLE—With a broad demand prevailing, better grades of beef steers and yearlings closed at 25¢@50¢ higher levels while grass fat kinds selling under \$13.00 are steady to 25¢ over a week ago. All classes of she stock are

25¢@50¢ higher and bulls around 25¢ above the week previous. Vealers advanced mostly \$1.00 for the week with the late top at \$16.00. Choice 940 lb. yearling steers reached \$17.00, establishing a new high level on this class for the year. Best medium weights went at \$16.85, while choice heavies stopped at \$16.35.

HOGS—Shippers continue to practically control the local hog market, especially on the better grades of all weights. Prices at the close are mostly steady to 10¢ lower on kinds scaling from 180 lb. up. Some weakness developed on lighter weights and unfinished arrivals, and declines of 15¢@25¢ were effected. The late top rested at \$12.50 on choice 190-210 lb. weights. Packing grades are 10¢@15¢ higher for the week.

SHEEP—Moderate receipts and a rather broad outlet resulted in a 25¢@40¢ advance in fat lamb prices as compared with a week ago. Choice Colorado range lambs scored \$15.15 late in the week while the bulk of the western lambs went from \$14.75@15.00. Best natives stopped at \$14.75 and others brought \$14.00@14.50. Mature classes held steady, with most fat ewes at \$6.25@6.75, and the top on handy-weights at \$7.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Sept. 6, 1928.

CATTLE—Moderate receipts accompanying a strong demand resulted in strong to unevenly higher prices on practically all classes. Generally fed

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steers and yearlings show an advance for the week of 25@50c; grass steers around 25c; grass she stock, 25@75c; bulls, 15@25c. Veals are strong to 50c higher. Best yearlings averaging 1,026 lb. earned \$17.40 and there were several loads at \$17.25; grass heifers mostly \$10.50@11.50; cows, \$8.25@10.00; a few loads, \$10.50@11.00. Veal top was \$15.50.

HOGS—Bullish conditions such as moderate receipts and an improved demand from both shippers and local packers resulted in a 15@25c advance for the period under review. At the close (Thursday), top reached \$12.50 on 190-210 lb. weights.

SHEEP—While movement to the local market continues of liberal volume only a very small percentage, around 25 per cent, has been suitable for slaughter. Market has carried a strong undertone, with prices working higher and comparisons with a week ago uncover a net advance of 25@60c, with the upper grade getting the most upturn. Sheep have held steady.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., Sept. 6, 1928.

CATTLE—Compared with one week ago, grain fed steers, all mixed yearlings and heifers and good and choice vealers sold 50c higher; medium fleshed native steers and bulls 25c higher; western steers 50@75c higher; cows and cutters steady; low cutters 15@25c higher. Tops for week: 1,224 lb. matured steers, \$17.75; 948 lb. yearlings, \$17.50; 821 lb. mixed yearlings, \$17.00; 647 lb. heifers, \$16.50.

HOGS—Compared with one week ago, light and medium weight butchers steady to 10c higher; heavy butchers and packing sows around 10c lower; pigs and light lights uneven, largely 25@50c lower. Local receipts fairly liberal this week; plainer grade hogs slow. Shipper demand again broad. Packers bought sparingly. Today's market steady, top \$12.90. Week's top \$13.15, paid Monday.

SHEEP—Compared with one week ago, fat lambs 25c higher; others steady; today's market steady.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., Sept. 5, 1928.

CATTLE—Light runs and a healthy feeder and shipper demand were factors behind the advance this week which wiped out last week's losses. A few mixed yearlings reached \$16.50, short-fed offerings going from \$14.00@15.00, with grassers largely \$11.00@13.00. She stock cleared at \$7.50@9.25 for cows, and from \$8.50@11.50 for heifers; cutters, \$6.00@7.00. Bulls on a 25c or more advance turned at \$8.50@9.00 mostly, with vealers around \$1.00 higher or generally \$16.50 today.

HOGS—A two-way market ruled for hogs, sorted 160 to 210 lb. weights selling steady to strong at \$12.25@12.35, while medium and heavy butchers and packing sows looked 25c lower. Butchers were salable from \$11.50@12.00, the rank and file of sows mostly \$10.75 and \$10.85.

SHEEP—The 25c advance on lambs placed them at \$13.50@14.50, culls

holding at \$10.00, fat ewes at \$4.00@6.00, or steady on these.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Joseph, Mo., Sept. 6, 1928.

CATTLE—A general advance in the cattle market carried prices to new high levels for the season with choice finished beefs at \$17.00. Slaughter steers and yearlings sold at 25@50c advance with strictly finished kinds fully 50c higher, while fat she stock ruled strong to 25c higher. Bulls and vealers unchanged. Grass steers sold largely \$11.25@13.35, a few hard finished kinds upward to \$13.85. The southwest contributed over 300 loads, establishing a record for the season.

HOGS—Swine went to a new high mark of \$12.75 within the week but later eased off and finally stood about steady on better grades of light and medium weights, with some weakness on weighty kinds. The top backed down to \$12.50 late.

SHEEP—Fat lambs moved 25c higher with choice rangers up to \$15.00, and best natives \$14.35. Sheep held steady; best light weight killing ewes \$7.00.

PACKERS PAY TOP FOR CALVES.

Iowa meat packers paid high prices for club calves exhibited at the Iowa State Fair last week. A top of \$27.25 per hundredweight was paid by the Rath Packing Co., Waterloo, Iowa, the calf being purchased for Lauerman Bros. Co. of that city. F. C. Jacobs, head of the meat department of the latter store, said they would probably exhibit the calf for several days and then prepare the carcass for use in their eating places.

The next highest price was \$22 per cwt., paid by John Morrell & Company, Ottumwa; and the third was \$20.75 by the Des Moines Packing Co., Des Moines, Iowa.

Of the 435 calves auctioned off, all

but half a dozen brought \$17 per cwt. and over. Nine packers were included among the buyers. John Morrell & Company purchased 97 head; Swift & Company, 95; Wilson & Co., 53; Cudahy Packing Co., 53; Armour and Company, 44; Iowa Packing Co., 27; Rath Packing Co., 27; T. M. Sinclair & Co., 26; Des Moines Packing Co., 6.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended September 1, and comparative periods:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 1.....	206,000	401,000	321,000
Week ago	255,000	419,000	366,000
1927	276,000	469,000	370,000
1926	338,000	469,000	385,000
1925	319,000	475,000	350,000
1924	295,000	571,000	471,000

At 11 markets:	Hogs.
Week ended Sept. 1.....	350,000
Previous week	367,000
1927	411,000
1926	410,000
1925	412,000
1924	506,000

At 7 markets:	*Cattle.	Hogs.	Sheep.
Week ended Sept. 1.....	199,000	302,000	289,000
Previous week	195,000	318,000	286,000
1927	219,000	335,000	284,000
1926	280,000	331,000	309,000
1925	254,000	339,000	270,000
1924	224,000	411,000	304,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended Sept. 1, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,822	7,646	2,196	37,319
New York	825	4,731	16,793	9,860
Central Union	2,770	2,542	215	15,545
Total	8,417	14,919	19,204	62,724
Previous week	7,900	12,779	17,817	56,486
Two weeks ago	8,494	16,588	20,824	59,486

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SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended September 1, 1928, with comparisons.

CATTLE.

	Week ended Sept. 1.	Prev. week.	Cor. week. 1927.
Chicago	23,465	22,507	20,662
Kansas City	21,102	21,045	31,585
Omaha	14,711	11,403	18,844
St. Louis	15,093	13,809	17,048
St. Joseph	8,197	8,077	10,996
Sioux City	5,919	5,919	7,829
Wichita	2,546	2,946	2,946
Fort Worth	5,529	5,529	7,960
Philadelphia	1,392	1,343	1,865
Indianapolis	1,159	1,413	5,449
Boston	1,637	1,453	1,491
New York & Jersey City	10,116	9,324	9,893
Oklahoma City	5,701	6,746	6,055
Cincinnati	3,257	3,817	...
Total	108,976	115,331	145,707

HOGS.

Chicago	67,700	74,300	84,100
Kansas City	13,502	14,076	13,706
Omaha	18,885	26,812	31,142
St. Louis	17,602	14,936	25,435
St. Joseph	13,835	13,023	14,130
Sioux City	17,015	21,680	...
Wichita	4,768	4,387	...
Fort Worth	5,529	5,529	4,319
Philadelphia	13,602	12,187	15,135
Indianapolis	7,039	15,458	...
Boston	8,322	9,855	11,364
New York & Jersey City	33,491	31,517	47,805
Oklahoma City	3,882	5,397	2,998
Cincinnati	13,968	16,165	...
Total	216,656	253,340	287,272

SHEEP.

Chicago	55,739	48,476	56,294
Kansas City	26,157	25,958	29,556
Omaha	34,119	36,408	36,377
St. Louis	10,320	9,701	8,520
St. Joseph	14,508	19,958	18,232
Sioux City	4,775	2,974	...
Wichita	1,146	987	...
Fort Worth	4,819	4,842	...
Philadelphia	5,002	6,282	4,343
Indianapolis	1,080	1,393	2,481
Boston	5,704	4,821	5,806
New York & Jersey City	64,654	58,776	47,081
Oklahoma City	196	346	214
Cincinnati	1,637	2,405	...
Total	220,262	225,105	216,520

RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 1, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	500	2,000	1,000
Kansas City	350	1,500	...
Omaha	200	3,000	250
St. Louis	500	5,000	...
St. Joseph	50	1,000	3,000
Sioux City	700	2,500	400
St. Paul	3,000	300	8,000
Oklahoma City	100	400	...
Fort Worth	300	200	400
Milwaukee	100	100	...
Denver	100	5,650	...
Louisville	100	300	200
Wichita	200	800	100
Indianapolis	100	2,500	400
Pittsburgh	100	300	...
Cincinnati	200	1,000	400
Buffalo	200	500	100
Cleveland	100	600	200
Nashville	100	200	100
Toronto	400	100	...

MONDAY, SEPTEMBER 3, 1928.

HOLIDAY. NO MARKET.

TUESDAY, SEPTEMBER 4, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	27,000	20,000
Kansas City	12,500	8,000	8,000
Omaha	5,300	9,000	24,000
St. Louis	7,000	13,000	4,500
St. Joseph	2,500	5,500	3,500
Sioux City	1,500	2,500	1,000
St. Paul	1,500	2,500	800
Oklahoma City	3,000	500	2,000
Fort Worth	800	1,000	400
Milwaukee	1,300	800	2,800
Denver	1,000	900	400
Louisville	800	1,500	200
Wichita	1,200	6,500	1,500
Indianapolis	200	700	100
Pittsburgh	1,800	6,300	800
Cincinnati	100	800	200
Buffalo	200	1,000	600
Cleveland	400	600	700
Nashville	700	600	200
Toronto	...	...	...

WEDNESDAY, SEPTEMBER 5, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	18,000	30,000
Kansas City	9,000	8,000	7,000
Omaha	5,500	9,000	9,000
St. Louis	5,900	14,500	9,000
St. Joseph	4,500	2,500	5,000
Sioux City	2,500	7,000	1,500
St. Paul	2,500	4,000	2,500
Oklahoma City	1,800	800	...
Fort Worth	5,500	800	500
Milwaukee	800	1,500	400
Denver	600	700	600
Louisville	200	800	...
Wichita	1,500	1,400	200
Indianapolis	1,400	6,000	1,000
Pittsburgh	100	800	400
Cincinnati	400	2,900	1,000
Buffalo	200	1,400	200
Cleveland	400	800	200
Nashville	200	500	300
Toronto	400	300	600

THURSDAY, SEPTEMBER 6, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	17,000	24,000
Kansas City	3,000	7,500	7,000
Omaha	1,500	7,000	20,000
St. Louis	3,500	12,000	1,800
St. Joseph	3,000	4,000	5,000
Sioux City	1,500	5,000	1,700
St. Paul	2,500	3,500	2,500
Oklahoma City	1,000	1,200	...
Fort Worth	4,200	1,000	400
Milwaukee	600	1,900	400
Denver	400	200	2,000
Louisville	100	500	300
Wichita	400	1,200	300
Indianapolis	1,000	4,000	1,000
Pittsburgh	600	5,500	1,000
Cincinnati	100	1,000	600
Buffalo	300	1,000	1,000
Nashville	100	400	100
Toronto	100	...	...

FRIDAY, SEPTEMBER 7, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	11,000	15,000
Kansas City	1,000	4,000	2,000
Omaha	800	4,500	14,000
St. Louis	1,000	8,000	800
St. Joseph	800	3,000	1,500
Sioux City	1,500	5,000	6,500
St. Paul	2,500	2,500	...
Oklahoma City	1,300	1,300	...
Fort Worth	1,700	800	100
Milwaukee	200	400	300
Denver	100	800	...
Wichita	200	1,300	...
Indianapolis	400	4,000	1,300
Pittsburgh	100	1,200	800
Cincinnati	600	3,300	1,500
Buffalo	200	2,400	1,400
Cleveland	100	1,200	800

URUGUAY SLAUGHTERS LESS.

Dried meat plants in Uruguay were not in operation during August, and frigorificos worked on a reduced scale, killing only for jerked beef, canned products and Continental demand. The number of beef animals slaughtered during the month was only about 60 per cent of the July killings.

NEW BRAZIL MEAT PLANT.

A new meat packing and cold storage plant in Brazil is announced with the establishment in Pernambuco of the Sociedade Anonyma Frigorificas do Recife, with an initial capital of approximately \$120,000, according to vice-consul Fred E. Huhlsin, Rio de Janeiro.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Sept. 6, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	\$11.75@12.75	\$12.00@12.50	\$11.40@12.25	\$11.15@12.15	\$11.50@12.50
Med. wt. (200-250 lbs.) med.-ch.	11.85@13.10	12.40@12.50	11.75@12.50	11.40@12.50	11.75@12.50
La. wt. (160-200 lbs.) com.-ch.	11.40@13.10	12.50@12.90	11.25@12.50	11.35@12.50	12.00@12.50
La. lt. (130-160 lbs.) com.-ch.	11.00@12.75	11.00@12.60	10.50@12.35	10.75@12.15	12.00@12.50
Packing sows, smooth and rough.	10.60@11.50	10.65@11.15	10.50@11.35	9.75@11.10	10.75@11.40
Str. pigs (130 lbs down), med.-ch.	10.25@12.00	9.00@11.25	10.50@11.75	10.50@11.75	12.50@13.00
Av. cost and wt., Tue. (pigs excl.)	12.04-251 lb.	12.29-210 lb.	11.42-270 lb.	11.91-242 lb.	...
SLAUGHTER CATTLE AND CALVES:					
STEERS (1,500 LBS. UP):					
Good.-ch.	15.40@18.15	...	14.25@16.50	...	...
STEERS (1,300-1,500 LBS.):					
Choice	17.00@18.25	16.50@17.50	16.00@17.25	15.50@16.75	16.00@17.00
Good	15.40@17.10	15.00@16.50	14.50@16.00	13.75@15.50	14.25@16.00
STEERS (1,100-1,300 LBS.):					
Choice	17.00@18.25	16.75@17.75	16.00@17.50	15.50@17.25	16.00@17.25
Good	15.40@17.15	15.00@16.75	14.60@16.00	13.75@16.00	14.25@16.00
STEERS (950-1,100 LBS.):					
Choice	17.00@18.10	17.00@18.00	16.50@17.65	16.00@17.25	16.00@17.50
Good	15.25@17.10	15.25@17.00	14.75@16.50	13.75@16.00	14.25@16.00
STEERS (800 LBS. UP):					
Medium	12.75@15.40	11.50@15.25	11.75@14.75	11.00@13.75	11.75@14.25
Common	9.25@12.90	8.50@11.50	8.75@11.75	8.50@11.00	9.00@11.75
STEERS (FEED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	17.00@18.00	17.00@18.00	16.50@17.65	16.00@17.25	16.25@17.25
Good	15.50@17.00	15.50@17.00	14.75@16.50	13.85@16.00	14.25@16.25
HEIFERS (850 LBS. DOWN):					
Choice	16.50@17.50	16.00@17.00	15.00@16.25	15.00@16.25	15.00@16.25
Good	14.35@16.50	14.75@16.00	13.75@15.00	13.00@15.00	13.50@15.00
Common-med.	8.65@14.60	8.50@14.75	8.50@13.75	8.25@13.00	8.50@13.50
HEIFERS (850 LBS. UP):					
Choice	13.65@17.15	13.25@16.00	12.75@15.75	12.25@15.25	12.25@15.50
Good	11.85@16.35	11.75@15.25	11.25@14.50	10.75@14.50	11.00@14.50
Medium	9.85@14.50	9.25@13.00	9.00@13.00	8.75@13.00	8.75@12.25
COWS:					
Choice	12.25@13.25	11.25@12.25	11.50@12.50	10.75@11.75	11.00@12.25
Good	9.25@12.25	9.50@11.25	9.35@11.50	8.75@10.75	9.00@11.00
Common-med.	7.65@9.25	8.00@9.50	7.50@9.35	7.25@8.75	7.25@9.00
Low cutter and cutter	6.15@7.65	5.75@8.00	6.00@7.50	5.75@7.25	5.75@7.25
BULLS (YEARLINGS EXC.):					
Beef Good.-ch.	9.50@11.00	9.25@10.50	9.25@10.00	9.00@10.00	9.00@10.00
Cutter-med.	7.00@9.50	6.50@9.25	7.50@9.25	6.50@9.00	6.50@9.25
CALVES (500 LBS. DOWN):					
Medium.-ch.	10.25@14.50	10.00@14.00	9.50@13.00	8.50@13.50	9.00@11.50
Cull-common	7.25@10.25	6.00@10.00	7.00@9.50	6.00@8.50	6.50@9.00
VEALERS (MILK-FED):					
Good.-ch.	17.50@18.50	16.50@18.00	13.00@15.50	12.50@16.50	13.00@17.00
Medium	14.25@17.50	14.00@16.50	11.00@13.00	9.00@12.50	9.50@13.00
Cull-common	8.50@14.25	6.00@14.00	7.00@11.00	6.00@9.00	7.00@9.50
SLAUGHTER SHEEP AND LAMBS:					
Lambs (64 lbs. down) good.-ch.	14.25@15.75	13.75@14.75	14.00@15.35	14.00@15.15	13.50@14.75
Lambs (62 lbs. down) medium	12.75@14.25	11.75@13.75	12.75@14.00	12.75@14.00	12.00@13.50
Lambs (all weights) cull-common	9.00@12.75	9.00@11.75	9.00@12.75	9.00@12.75	10.00@12.00
Yearling wethers (110 lbs. down) medium-choice	9.00@12.75	7.50@12.00	8.25@12.00	9.00@12.50	8.25@11.75
Ewes (120 lbs. down) med.-ch.	5.25@7.25	5.00@6.50	5.50@7.00	5.00@7.00	4.50@6.25
Ewes (120-150 lbs.) med.-ch.	4.25@6.00	4.00@6.00	4.50@6.75	4.50@6.75	4.25@6.25
Ewes (all weights) cull-common	1.75@5.25	1.50@5.00	1.50@5.50	1.50@5.00	1.50@4.50

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, Sept. 1, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,239	1,908	3,700	18,033
Swift & Co.	5,278	2,898	4,300	18,438
Morris & Co.	2,379	484	4,200	9,270
Wilson & Co.	4,094	1,260	6,200	9,989
Anglo-Am. Prov. Co.	1,403	200		
G. H. Hammond Co.	1,977	1,700		
Libby, McNeill & Libby	1,405			

Brennan Packing Co., 7,000 hogs; Miller & Hart, 3,400 hogs; Independent Packing Co., 1,100 hogs; Boyd, Lanham & Co., 1,400 hogs; Western Packing & Provision Co., 7,200 hogs; Roberts & Oake, 3,700 hogs; Agar Packing Co., 3,000 hogs; others, 20,000 hogs.
Totals: Cattle, 23,405; calves, 6,550; hogs, 67,700; sheep, 55,739.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,522	762	1,148	4,470
Cudahy Pkg. Co.	3,069	909	1,646	6,399
Dold Pkg. Co.	429	67		
Morris & Co.	2,071	732	110	3,262
Wilson & Co.	3,360	947	6,294	7,006
Local butchers	925	81	1,350	66
Total	16,515	4,356	12,158	25,833

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,767	2,825	7,777
Cudahy Pkg. Co.	4,078	4,775	10,124
Dold Pkg. Co.	958	5,388	
Morris & Co.	1,222	610	3,637
Swift & Co.	3,648	3,082	8,654
Bigle Pkg. Co.	23		
Glassburg, M.	14		
Hoffman Bros.	41		
Mayermawich & Vall.	11		
Omaha Pkg. Co.	10		
J. Roth & Son	19		
South Omaha Pkg. Co.	73		
Lincoln Pkg. Co.	69		
Merrell Pkg. Co.	284		
Bigle Pkg. Co.	155		
Sinclair Pkg. Co.	271		
Wilson & Co.	455		
Other buyers		20,187	
Total	15,098	43,767	30,492

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,542	1,458	1,177	1,780
Swift & Co.	4,434	1,929	2,422	3,674
Morris & Co.	2,402	821		1,571
East Side Pkg. Co.	1,435		1,800	
All others	4,879	1,405	12,113	3,295
Total	15,693	5,673	17,602	10,320

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,096	816	7,021	9,726
Armour & Co.	2,241	320	4,951	3,394
Morris & Co.	1,326	337	1,908	1,385
Others	3,882	53	7,702	3,383
Total	10,535	1,526	21,342	17,891

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,196	212	4,527	1,850
Armour & Co.	2,226	218	3,425	1,479
Swift & Co.	1,657	219	2,836	1,676
Smith Bros.			47	
Local butchers	142	16		
Order buyers	1,215	87	19,988	
Total	7,426	752	30,823	5,005

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,798	901	1,779	97
Wilson & Co.	2,000	923	1,815	90
Others	79		288	
Total	3,877	1,824	3,882	196

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,908	2,329	4,396	3,015
Cudahy Pkg. Co.	466	1,005		
Herta Bros.	234	49		
Swift & Co.	4,302	3,778	6,488	4,582
United Pkg. Co.	1,516	255		
Others	476	37	3,785	
Total	9,902	7,653	14,639	7,597

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Outside buying	2,127	2,824	18,599	3,808
Klingan & Co.	1,258	973	6,987	1,403
Indianapolis Abt. Co.	1,211	8	131	790
Armour & Co.	321	23	728	153
Bell Pkg. Co.	109			
Brown Bros.	145	17	84	
Hilgemeyer Bros.			1,071	
Kussler Pkg. Co.	38		292	
Riverview Pkg. Co.	36		196	
Meier Pkg. Co.	64	5	257	5
Indiana Prov. Co.	51	1	338	49
Art Wabnitz	3	44		33
Maas-Hartman & Co.	19	13		6
Hoosier Abt. Co.	16			
Miscellaneous	878	94	150	1,064
Total	6,256	4,002	28,803	7,281

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
John Stegner	224	192		67
C. A. Freund	110	55	87	
S. W. Gall		6		453
J. Hilberg	143	5		75
Gus Juengling	174	98		69
E. Kahn's Sons Co.	954	197	4,067	442
Kroger G. & H. Co.	215	81	2,790	
Lohrey Pkg. Co.	5		209	
H. H. Meyer P. Co.	36		1,351	
W. G. Rehn & Son	125	69		
A. Sander Pkg. Co.	5		1,200	
J. Schlachter & Son	96	213		118
J. & F. Schroth P. Co.	21		2,176	
Vogel & Son	10	4	367	
Total	2,118	920	12,307	1,224

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,450	2,163	3,537	1,387
Swift & Co., Chgo.				458
U. D. B. Co., N. Y.	38			
R. Gunz & Son	165	26	121	63
Armour & Co.	590	1,133		
Butchers	373	274	90	306
Traders	344	23	18	0
Total	2,939	3,619	3,766	2,283

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,383	461	4,259	1,138
Dold Pkg. Co.	543	11	3,460	8
Wichita Dr. Beef Co.	21			
Dunn-Ostergart	68			
Keefe-LeSturgeon	59			
Total	2,074	472	7,719	1,146

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended September 1, 1928, with comparisons.

CATTLE.

	Week ended Sept. 1.	Prev. week.	Cor. week.
Chicago	23,465	22,507	24,062
Kansas City	16,515	16,614	25,746
*Omaha	15,098	12,300	17,471
St. Louis	15,693	13,809	17,048
St. Joseph	10,535	10,805	13,300
Sioux City	7,426	7,432	7,909
Oklahoma City	3,877	4,571	4,384
Indianapolis	6,256	6,264	6,906
Cincinnati	2,118	2,089	2,022
Milwaukee	2,939	2,624	3,821
Wichita	2,074	2,371	2,023
St. Paul	9,902	10,037	11,344
Total	115,898	104,743	136,156

*Includes calves.

HOGS.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	Oklahoma City	Indianapolis	Cincinnati	Milwaukee	Wichita	St. Paul	Total
	67,700	74,300	84,100	12,158	14,678	13,585	43,767	55,417	55,063	17,602	14,436	25,435	23,890
	19,988	30,823	35,154	3,382	5,397	2,908	28,803	29,925	32,213	3,785	7,719	14,639	264,508
	14,639	14,033	23,518										202,795
Total	165,007	174,488	176,708										

SHEEP.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	Oklahoma City	Indianapolis	Cincinnati	Milwaukee	Wichita	St. Paul	Total
	55,739	48,476	56,294	25,833	25,938	29,343	36,546	34,497	8,520	32,312	5,005	4,431	3,579
	1,850	1,479	1,385	1,436	1,113	1,850	1,479	1,385	1,113	1,850	1,436	1,113	1,850
	1,850	1,479	1,385	1,436	1,113	1,850	1,479	1,385	1,113	1,850	1,436	1,113	1,850
Total	165,007	174,488	176,708										

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 27	19,377	3,576	32,827	21,275
Tues., Aug. 28	9,152	2,622	14,584	15,782
Wed., Aug. 29	9,700	2,012	13,157	21,471
Thurs., Aug. 30	8,631	2,450	18,467	17,970
Fri., Aug. 31	1,979	599	11,958	17,350
Sat., Sept. 1	500	200	2,000	1,000
Totals this week	49,339	11,459	92,993	94,818
Previous week	45,808	13,299	96,713	94,893
Year ago	56,010	10,272	120,600	83,653
Two years ago	70,174	15,435	108,857	103,502

Year's receipts to Sept. 1, with comparative totals.

	1928.	1927.	1928.	1927.
Cattle	21,000	12,358	1,586,863	1,895,785
Calves	3,000	2,912	544,754	491,929
Hogs	27,000	39,237	5,913,183	5,182,362
Sheep	23,000	43,198	1,354,610	2,430,206

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 27	5,220	81	10,578	4,435
Tues., Aug. 28	2,918	174	4,625	5,789
Wed., Aug. 29	3,178		4,282	8,388
Thurs., Aug. 30	1,955	167	4,961	6,532
Fri., Aug. 31	1,191	1	4,242	8,915
Sat., Sept. 1	100		2,500	500
Totals this week	14,562	437	31,209	34,559
Prev. week	13,842	199	29,112	40,490
Year ago	20,995	597	44,419	23,627
Two years ago	21,653	805	23,852	43,521

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Sept. 1	\$15.65	\$12.05	\$ 6.10	\$14.55
Previous week	15.05	12.05	6.00	14.05
1927	11.75	9.50	5.50	13.40
1926	10.00	11.65	5.55	14.25
1925	11.35	12.90	7.10	15.00
1924	10.00	9.60	6.25	13.40
1923	10.40	8.45	7.15	12.95
Av. 1923-27	\$10.70	\$10.25	\$ 6.40	\$13.80

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards.

	Cattle.	Hogs.	Sheep.
*Week ended Sept. 1	34,800	63,799	60,300
Previous week	31,969	67,494	54,453
1927	35,015	78,199	69,626
1926	48,521	76,005	59,981
1925	37,749	89,415	76,691
1924	30,026	196,319	55,474

*Saturday, Sept. 1, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

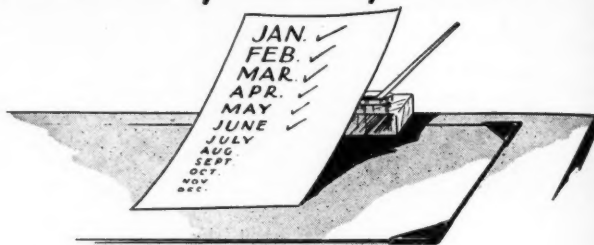
	Average No. received.	Wgt. lbs.	Prices—Top.	Avg.
*Week ended Sept. 1	93,000	246	\$12.10	\$12.05
Previous week	96,713	245	12.90	12.05
1927	120,600	256	11.40	9.50
1926	108,857	271	14.00	11.65
1925	112,177	251	18.60	12.00
1924	125,932	243	10.45	9.00
1923	150,426	242	9.75	8.45
Av. 1923-1927	124,000	253	\$11.95	\$10.25

*Receipts and average weights for week ended Sept. 1, 1928.

HOG SLAUGHTERINGS.

Chicago packers' hog slaughtering for the week ended Sept. 1, 1928.

Let's keep Ammonia costs down to the minimum by purchasing on a yearly basis

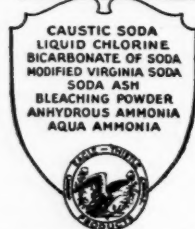


[FROM THE AIR AT NIAGARA]



Battery of specially constructed 6-stage compressors operating at Mathieson Ammonia Plant at Niagara Falls. These compressors raise pressure on Hydrogen and Nitrogen gases to 4500 lbs. per square inch.

MATHIESON
Industrial
Chemicals



Warehouse Stocks at all
Distributing Centers

EVERYBODY realizes that quantity production means lower manufacturing costs. The more Ammonia a manufacturer makes, the less it costs per pound. But no matter what production capacities are, output can't be gauged by guess work.

In the past, one of the most important factors in helping to reduce Ammonia production costs has been the yearly contract. Many of the largest and most progressive Ammonia users find that the yearly quantity contract protects them against unforeseen market fluctuations. It assures them of a constant supply of Ammonia at all times. It eliminates the need for frequent calls from salesmen. It enables them to benefit from lower transportation costs. It frees them from the added expense of emergency shipments.

We confidently believe that the widespread adoption of the yearly contract basis for purchasing Anhydrous Ammonia would tend to reduce costs to a more equitable level.

Anhydrous Ammonia

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Ice and Refrigeration

ICE NOTES.

A new \$500,000 cold storage plant is under construction at Wenatchee, Wash., for the Western Cold Storage Co.

A new cold storage plant is under construction at Miami, Fla., for the Clyde Steamship Co. It will cost \$50,000.

C. W. Fichtner, president and general manager of the Merchants Ice & Storage Co., San Antonio, Tex., died on August 12.

Work on the cold storage plant of the Artificial Ice Products Co., Ionia, Mich., has been completed. It is now equipped not only to chill but to freeze product.

Provision for the construction of a \$200,000 cold storage warehouse on the waterfront at Tacoma, Wash., is a feature of the 1929 tentative budget of that city.

The Southern United Ice Co., Jackson, Miss., announces the letting of the contract of a modern cold storage warehouse, to furnish approximately 225,000 square feet of storage space.

P. H. DuBois & Sons, Inc. has filed certificate of incorporation, the firm to be located at New Platz, N. Y. The incorporators and directors are Philip H. DuBois and Martin L. DuBois of New Platz and John W. Eckert of Phoenicia. The capital stock of the corporation is \$200,000. The company is organized to erect a cold storage plant and engage in a general cold storage business.

The 27 ice plants of the Carolina-Georgia Service Co., ice plant operators in South Carolina and Georgia with headquarters in Anderson, S. C., have merged with the Southern Public Service Co., recently organized in the state of New York. It is the purpose of the new organization to acquire the business and assets of ice companies in Southern States and operate them on a larger scale than at present.

NEW QUICK-FREEZING METHOD.

(Continued from page 27.)

tial, and experiments were accordingly undertaken with a view to providing a complete line of seafood products packaged in cartons.

The final result of this comprehensive research culminated in the erection of the elaborately-equipped plant of the General Seafoods Corporation at Gloucester, Mass.

In this plant there is little to remind one of an old-time fish business. Scientific methods have been introduced throughout. Machinery has been developed that has cut labor costs to a minimum, and perfect sanitation has been secured at every step.

Modern Handling Methods.

The fishing vessels unload at the quay close to the plant. The fish are brought out from the trawler's hold in tubes, and dumped directly into a tank on the

dock. Here they are washed in sterile water.

Automatic conveyors carry the washed fish to the fish house, where they are sorted and loaded into large iced boxes for transport to a refrigerated chamber in the packing plant.

From this point on the operations resemble those of a meat packing plant.

Each box is hoisted and the contents dumped into bins feeding a conveying system. Chain belts carry the fish through a large washing tank for a rinsing in chlorinated water, and so to bins feeding the heading saws.

After the heads are removed the fish pass to the "filerter," a remarkable machine having revolving wheels fitted with slots in which the fish are drawn past two parallel sawing knives. These slice the meat from each side of the backbone. The fish is now in three parts, the backbone and two flanks.

All Done by Machinery.

These flanks—or "fillets," as they have become widely known in the fish industry—are conveyed to the dressing table, where the rib-bones and napes are gouged out by special machines. The backbones pass to a separator, which removes the remaining meat from the bones. This is the raw material of "sea loaf," a patented product of the corporation.

Adhering fins and ragged edges are trimmed from the fillets, which then go to a skinning machine, where the skin is stripped off against a broad revolving wheel, leaving a clean boneless flank of fish-meat.

A fillet-cutting machine trims the fillets to a standard size, all trimmings going to the grinder for use as edible by-products. No waste meat is permitted in any operations.

The fillets are then passed through an automatic briner, which gives them a final washing and closes the cut surface cells. They are then ready for packing.

Packers take the fillets and place them in cartons previously set up and lined by a special machine. Three or four pieces of meat go into each one-pound carton, paraffined cardboard being used to separate the fillets one from another. The cartons are then wrapped in transparent waxed paper; the folds being heated and sealed in order to effect an air-and-germ-tight package.

The Birdseye Freezing Process.

The last step is that of freezing, known as the "Birdseye process." Pressed firmly between wide monel

metal belts, the cartons of fish are drawn slowly through a freezing tunnel, in which calcium chloride brine at about 45 degs. below zero F. is sprayed on the outer surfaces of the belts.

An hour in the chilling chamber, and the cartons emerge with their contents like a solid brick. No further refrigeration is needed. The cartons are packed into insulated corrugated cartons and are ready for shipment.

Numerous mechanical problems had to be solved because of the peculiar conditions.

The first belts for this freezing process were made of steel, and in order to guard against rusting each belt had to be treated with a special non-tarnishing enamel every six weeks or two months. This treatment cost \$80 per belt, and the total cost per set for six months amounted to \$700. This was practically equal to the first cost of the belts.

Then monel metal belts were substituted. The initial cost of these was approximately 50 per cent greater than that of the steel belts, but they cost nothing for upkeep and apparently do not depreciate.

Special Machines Devised.

The various mechanical appliances used for transporting, heading, cutting, skinning and frosting the fillets and sea-loaf were devised by the company's officers with the assistance of outside engineers and specialists. Special machines they have patented include the filleter, the skinning machine, the freezing apparatus and a number of minor appliances, while other labor-saving devices are being developed gradually.

Other monel metal conveying belts are in use, including a 24-in. spiral woven wire belt, the belt from the dressing machines to the cutting knives and the conveyor belt through the brining tanks, while both the packing and cutting tables are fitted with monel metal tops.

Standard packaging machines have also been supplied with vital parts made from monel metal, so as to ensure against breakdown through the rust and corrosion caused by salt brines and a moisture-laden atmosphere.

REFRIGERATION SAFETY.

The meeting of the Refrigeration Section of the Seventeenth Annual Safety Congress of the National Safety Council will be held October 2 at the Pennsylvania Hotel, New York City. The Congress will be in session in New York City from October 1 to 5. Among

Our New Stock House

makes it possible to supply immediately all standard sizes and types of *Stevenson Regular Doors* and the wonder-working

"Door that Cannot Stand Open"

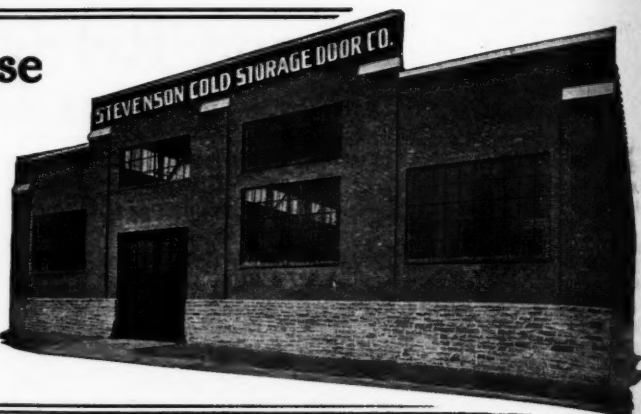
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Reliable Corkboard
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Patented in Canada from Factory to Consumer

UNEQUALLED FOR INSULATING
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Ammonia or Carbon
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AMERICAN INSTRUMENTS

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

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CONSOLIDATED ASHCROFT HANCOCK CO. INC.
AMERICAN SCHAEFFER & BUDENBERG DIVISION

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Cold Storage Installation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

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NOVOID CORKBOARD

12"x36" and 24"x36" sheets, in 1", 1 1/4", 2", 3", and 4" thicknesses. Write for sample and Bulletin N-15

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Chill Hogs the Modern Way

QUICKLY—To secure rapid turnover
PROPERLY—To avoid frost in the meat

THOROUGHLY—To avoid souring troubles
ECONOMICALLY—To save 25% refrigeration

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Unequalled for Quick Chill—Combine Engineering Skill with Wide Experience

Brine Spray Refrigeration
Hilger No-Freeze-Back Valves
Hilger 3-Way Ammonia Valves
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Air Conditioning Systems
Humidifying and Drying
Cooling and Ventilation
Summer Sausage Drying

S. C. BLOOM & COMPANY

Engineers—Contractors—Manufacturers

Monadnock Block

"Specialists to Packers"

Chicago, Ill.

the speakers at the Refrigeration Section are: Charles B. Scott, president, Bureau of Safety, Chicago; Wesley M. Oler, Knickerbocker Ice Company, New York City; Vincent Wakefield, treasurer, City Ice Company of Kansas City, Missouri; L. C. Smith, secretary, National Association of Ice Industries, Chicago.

As stated by the National Safety Council the purposes of this section are:

"To aid in the preventing of accidents to employees and the public, resulting from the operation and maintenance of ice and refrigerating plants.

"To provide a clearing house of ideas, information and statistics concerning accident prevention for operators, manufacturers and designers of refrigerating machinery and equipment used in all industries.

"To prepare and distribute literature, including rules, posters and safe practices pamphlets, that will assist companies in conducting safety work.

"To prepare and conduct as a part of the Annual Safety Congress of the National Safety Council, programs of interest and value to those responsible for accident prevention activities within the refrigeration or associated industries."

PACKER CONVENTION EXHIBITS.

(Continued from page 24.)

mechanical equipment recently developed or now in the course of development, and new developments or attachments for machines which have been in general use. Exhibitors also are urged to show their machinery in motion to the fullest extent possible.

Associate members of the Institute will be permitted to exhibit packing-house supplies, except certain proprietary preparations for curing and similar uses.

This exception is made in recognition of the associate membership rather than as a part of the policy and purpose of the exhibit. Consequently, exhibits of supplies as distinguished from exhibits of machinery and mechanical equipment will not be received from manufacturers not holding associate membership.

Space Costs.

Charges for space will be furnished upon request to the Institute.

Booth Equipment, Electric Current, Etc.

Booth partitions are required and must be used by all exhibitors. They will be supplied without extra charge. Sign boards of uniform size and style, showing the firm name and city only, will be supplied for each exhibit without additional charge.

Outlets for gas, water, drain, steam, compressed air and electric current will be available. (Note that only direct current will be available.) Connections will be made by the Hotel Traymore at reasonable rates.

Exhibitors desiring connections should correspond and make all arrangements as to charges, etc., with Henry F. Schultze, Jr., superintendent of properties, Hotel Traymore, Atlantic City.

Furniture for use in booths may be rented from the C. M. Koury Company; rates on application.

Installation of Exhibits.

All exhibits must be in place by 8 p. m., Friday, October 19. The exhibit space will be open to all exhibitors on and after 8 a. m. Monday, October 15. All exhibits must be in place by the time specified.

Hours of Exhibition.

The exhibit will be open from 8 to 10 a. m. and from 5 to 10 p. m. on the following days: Friday, October 19, Monday, October 22, Tuesday, October 23.

On Saturday, October 20, the exhibit will be open from 8 to 10 a. m. and from 12:30 p. m. to 10 p. m. On Sunday, October 21, the exhibit will be open from 9 a. m. to 6 p. m.

The exhibit hours outlined herein will be rigidly adhered to, and during other hours the exhibition hall will be locked and inaccessible to packers and exhibitors.

Applications for Space.

Applications for space will be filled in the order received, and as far as possible space requested by exhibitors will be allotted to them. In case of conflict, however, preference will be given to members and associate members.

One-half of the amount of the space charge must be paid by the exhibitor at the time of the signing of the contract. The remainder must be paid by October 1.

All orders for space should be sent before October 10 to the Institute of American Packers, 506 South Wabash Avenue, Chicago, Ill.

Other Rules Governing Exhibits.

The Institute reserves the right to pass on the eligibility of all exhibitors and exhibits and to bar such as are deemed ineligible. The Institute also reserves the right to restrict the amount of space allotted to any exhibitor.

All exhibits must conform to the size of the space allotted.

No exhibitors may assign or sublet the whole or any part of his allotted space.

No refund of funds will be made after acceptance of space by the purchaser.

Exhibitors will assume all responsibility for damage to exhibits, to equipment and to exhibition hall.

Shipment and Delivery of Exhibits.

All shipments should be addressed to the exhibitor in care of the Institute of American Meat Packers' Exhibition, Hotel Traymore, Atlantic City, N. J., and bills of lading sent to the Hotel Traymore for handling with the drayage contractor. The charge for this service will be billed to the exhibitor by the drayage contractor.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Aug. 30, 1928:

	Aug. 24	25	27	28	29	30
Chicago	46 1/2	46 3/4	47	47	47	47 1/2
New York	47 1/2	47 1/2	47 1/2	48	48	48
Boston	47 1/2	47 1/2	47 1/2	48	48	48
Phila.	48 1/2	48 1/2	48 1/2	49	49	49

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	45 1/2	45 1/4	45 1/2	45 1/2	45 1/2	46 1/4
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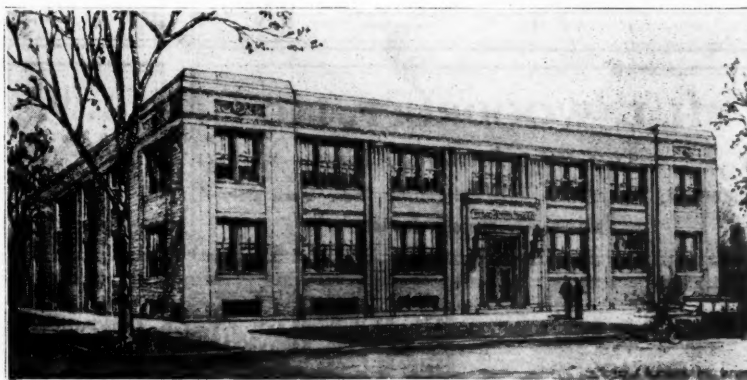
Receipts of butter by cities (tubs).

	This week.	Last week.	Last year.	—Since Jan. 1— 1928.	1927.
Chicago	33,674	35,198	39,059	2,246,948	2,389,373
N. Y.	57,080	57,753	60,739	2,423,856	2,026,150
Boston	17,599	18,083	14,962	943,638	942,447
Phila.	14,490	21,209	13,312	800,463	797,681

122,843 132,853 128,092 6,414,905 6,755,651

Cold storage movement (lbs.):

	In Aug. 30.	Out Aug. 30.	On hand Aug. 31.	Same week-day last year.
Chicago	76,196	210,451	22,855,624	30,618,582
New York	229,652	161,971	16,188,531	23,854,082
Boston	60,601	121,289	11,183,097	14,053,523
Phila.	87,420	59,860	6,657,901	6,468,317
	453,869	553,581	56,885,153	74,904,504



WHERE THEY MAKE PRINTED STRING FOR TYING HAMS, BACON AND OTHER MEAT PRODUCTS.

The Chicago Printed String Co., makers of the colored printed advertising tape so widely used by meat packers for tying hams, bacon, frankfurters, meat loaves and other meat products, is erecting a new factory on Logan Blvd. near Elston avenue, Chicago. The new plant will be modern in every detail and will be equipped throughout with new machinery of the latest design. It will have a capacity of one-half million yards of tape per day, with expansion facilities for an output of three million yards per day. It will cost approximately \$180,000 and will be completed December 1st, 1928.

The building which is shown in the illustration will be of semi-fireproof construction 125x85 feet, brick and stone trim. An unusual feature is a series of colored terra cotta insets to typify a decorative string around the building. This is a novel way of embodying an advertisement of the company's product in the architectural decorations of the structure in which it is made.

During the 14 years of its existence this firm has devoted a large part of its production to the meat packing industry, and numbers among its good friends and customers practically every large meat packer in the country.

J. C. Wood - Robt. Burrows

30 YEARS Serving Packers

Give Each Order Their Personal Attention

Cash Provisions - Beef - Etc
Future Provisions - Grain and Cotton
Members Chicago Board of Trade
Daily Price List Sent on Request

J. C. Wood & Co.

105 W. Adams Street **BROKERS** CHICAGO

F. C. ROGERS

BROKER

Provisions

Philadelphia Office
 Ninth & Noble Streets
New York Office
 New York Produce Exchange

C. W. RILEY, Jr.

BROKER
 2109 Union Central Bldg., Cincinnati, Ohio
 Provisions, Oils, Greases and Tallow
Offerings Solicited

H. P. Henschien

R. J. McLaren

HENSCHIE & McLAREN

Architects

1637 Prairie Ave.

Chicago, Ill.

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

Charles A. Streets, Broker

Buying and Selling

Provisions, Fresh Meats, Tallow,
 Greases, Fertilizer Materials

824 Engineers Bldg.

CLEVELAND, O.

H. C. GARDNER

F. A. LINDBERG

GARDNER & LINDBERG

ENGINEERS

Mechanical, Electrical, Architectural
 SPECIALTIES, Packing Plants, Cold Storage, Manufacturing
 Plants, Power Installations, Investigations

1134 Marquette Bldg.

CHICAGO

JOHN H. BURNS CO., Broker

Export *Packing House Products* Domestic

407 Produce Exchange, New York City

Member New York Produce Exchange

Cable Address: "Jonburns"

Codes: Cross, Kelly, Utility (Livestock Ed.) Lieber's (5th Ed.)
 Rep., Wynantskill Mfg. Co., Stockinettes, Troy, N. Y.

W. J. Lake & Company, Inc.

Brokers, Importers and Exporters for the
 Pacific Coast Market
 Provisions, Fats, Oils and all By-Products
 SEATTLE, WASH. All Codes PORTLAND, ORE.

H. L. WOODRUFF, INC.

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New York City

Telephones: Chelsea 7996-7997

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Specializing in WASTE ELIMINATION and LABOR COST
 REDUCTION without Red Tape

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Branch Office
 148 State St.
 BOSTON
 Cross Code

We specialize in taking
 care of the require-
 ments of buyers located
 all over the United
 States and Canada. Of-
 ferings telegraphed
 promptly on receipt of
 inquiries.

Beef, Provisions, Packing House Products,
 Tallow, Greases, Fertilizer Materials, Bone
 Materials, Animal Feeds, Whale Guano,
 Bird Guano



We trade in Domestic, Canadian, European,
 Australian, New Zealand and South
 American products on
 brokerage basis.

On request, our com-
 plete provision, fresh
 meat, packinghouse
 products, tallow and
 grease daily market
 quotation sheets will
 be mailed to any mem-
 ber of the trade free of
 charge; also our period-
 ical market reports.

Chicago Section

E. J. Madden, of Armour's hide sales department, is spending a couple of weeks vacation on Cape Cod, Mass.

K. R. Angus, general manager of Seascic, Inc., is spending a few days at his old home in Canada.

R. C. Pollock, general manager of the National Live Stock & Meat Board, returned this week from a motor tour of the Northwest.

A. J. Eagan, of the engineering staff of Henschien & McLaren, returned this week from a vacation in the wilds of Michigan.

Packers' purchases of livestock at Chicago for the first three days of this week, excluding the holiday, totaled 21,944 cattle, 5,892 calves, 29,177 hogs and 52,144 sheep.

K. F. Warner, assistant animal husbandman, U. S. Department of Agriculture, Washington, D. C., was in Chicago this week on his return from an official visit to the Northwest.

R. M. Gunn, of Buckingham, Iowa, a leader in the Iowa Farm Bureau Federation and in cooperative efforts for the advancement of the livestock and meat industry, was a visitor to Chicago this week.

Reference to the Globe Soap Co. in a recent issue referring to its absorption, should have stated that it was taken over by the Procter & Gamble Company, Cincinnati, it having been bought outright by the latter company.

Provision shipments from Chicago for the week ended Sept. 1, 1928, with comparisons, are reported as follows:

	Cor. week.	Last wk.	Prev. wk.	1927.
Cured meats, lbs.	21,570,000	20,628,000	19,188,000	
Fresh meats, lbs.	33,880,000	29,744,000	35,499,000	
Lard, lbs.	8,558,000	6,346,000	7,283,000	

F. Edson White, president of Armour & Company, sailed last Friday from New York for a six weeks' holiday in France, Switzerland and Italy. Interviewed in New York, Mr. White said the banner months of the packer year are just ahead, and that there is every reason to be optimistic.

Fred Dryfus, president of the Dryfus Packing Co., Lafayette, Ind., was a visitor to the city this week for the first time in a year. This veteran of the packing industry, who was one of the founders of the American Meat Packers' Association, looks hale and hearty and was given a warm greeting by his many friends in the industry.

Edwin C. Andrews, president of the Jacob Dold Packing Co., Buffalo, N. Y., has been elected a member of the board of directors of the Manufacturers & Traders Peoples Trust Co. of Buffalo, a recognition of his standing as a leader in business circles in that city, and of the packing business of which he is the head.

Do you watch the "Wanted" page for business opportunities?

FLATTEN OUT THE HOG CYCLE.

A meeting of far-reaching interest to packers, as well as to hog producers and all those interested in hog marketing, will be held at Peoria, Ill., September 12 and 13. This is the Hog Cycle Conference to be held in connection with the National Swine Show.

The Hog Cycle Conference was first called into session on June 7 and 8 at Iowa State College by President R. M. Hughes. Attendance on this meeting was limited to 40 or 50 people, most of whom had done research on the nature of the hog cycle. At the close of this meeting it was decided to call another, at which all branches of the hog industry would be present. This is the one called for Peoria the middle of September.

The conference will open on the evening of September 12, with R. M. Gunn of Buckingham, Iowa, presiding.

On September 13 talks will be given on the various phases of the hog cycle, important among which will be one on "How the Packer is Interested in Doing Away with the Hog Cycle," by W. W. Woods, Executive Vice-President of the Institute of American Meat Packers. Other talks will cover the following subjects:

"What Makes the Hog Cycle," by Mordecai Ezekiel and H. R. Tolley, of the U. S. Department of Agriculture; "Controlling the Hog Cycle as an Extension Project," by C. W. Warburton of the U. S. Department of Agriculture and H. C. Hensley of the Missouri Experiment Station; "Controlling the Hog Cycle as a Farm Paper Project," by C. V. Gregory of Prairie Farmer and Sam Guard of Breeders' Gazette; "Interest of the Purebred Man in Controlling the Hog Cycle," by Robert J. Evans, Chicago; "The Farmer and the Hog Cycle," J. M. Dowell, Champaign, Ill.; "The Old Line Commission Man and the Hog Cycle," Kay Wood, Chicago; "How Cooperative Shipping Associations Can Help to Eliminate the Hog Cycle," Knute Espe, Des Moines, Iowa; and "The Attitude of the College Animal Husbandry Professors Toward the Hog Cycle," by H. P. Rusk of the University of Illinois.

An important feature of the conference will be the presentation on the evening of September 13 of the report of the Committee on Hog Outlook.

NEW ORLEANS TRADE PICNIC.

New Orleans packers and meat dealers made a feature of their Labor Day holiday with an outing and picnic. Meat dealers and their families to the number of more than 1,500 spent the day on the grounds of St. Stanislaus College at Bay St. Louis, Miss., enjoying

athletic events, a bathing beauty contest, dancing and a barbecue.

The climax of the day's events came when the bathing beauties, all of whom were girls in the employ of New Orleans meat firms, filed by. The silver cup was carried off by Miss Thelma Ragas of Longino & Collins, Inc. Second prize went to Miss Eunice Gillory of Swift & Company, and third to Miss Anita Posey of Wilson & Co.

The day was not only a huge success from the standpoint of enjoyment of the events planned by the efficient committee in charge, but it brought the wholesale meat dealers closer together, thus enabling more complete understanding throughout their business relations.

The outing was the second annual event of its kind, and so successful was it that its continuance in future is not a matter of question.

The committee in charge of arrangements consisted of the following: Albert Schott, Schott & Co., Inc.; F. F. Farley, Wilson & Co.; L. G. McGee, Swift & Company; L. D. Waitzman, Morris & Co.; J. Gardner, Gardner & Co.; A. R. Wallin and R. H. Longino, Longino & Collins, Inc.; Tom C. Scruggs, Armour and Company; C. E. Claverie, August J. Claverie & Co.; H. J. Jacob, Gardner & Jacob Co., Inc.; William Nielsen, Cudahy Packing Co., and Severin L. Frey, of L. A. Frey & Sons.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended Aug. 30, 1928, with comparisons:

BUTCHER STEERS.				
1,000-1,200 lbs.				
	Week ended Aug. 30.	Prev. week.	Same week, 1927.	
Toronto	\$12.00	\$12.00	\$ 8.85	
Montreal	11.00	11.00	8.00	
Winnipeg	10.50	10.85	7.50	
Calgary	11.00	11.00	7.00	
Edmonton	10.00	10.00	6.50	
Pr. Albert	9.50	9.50	....
Moose Jaw	10.50	10.50	7.00	
Saskatoon	9.50	9.50	....
VEAL CALVES.				
Toronto	\$17.50	\$17.00	\$14.50	
Montreal	15.00	14.00	12.00	
Winnipeg	13.00	13.00	11.00	
Calgary	10.50	11.00	8.00	
Edmonton	11.00	11.00	9.50	
Pr. Albert	10.00	9.00	7.50	
Moose Jaw	11.00	11.00	8.00	
Saskatoon	11.00	11.00	....
SELECT BACON HOGS.				
Toronto	\$14.75	\$14.50	\$11.65	
Montreal	13.50	13.00	10.75	
Winnipeg	13.50	14.50	11.75	
Calgary	13.75	13.75	11.75	
Edmonton	13.75	13.80	12.35	
Pr. Albert	13.10	13.35	11.25	
Moose Jaw	13.15	13.40	11.05	
Saskatoon	13.10	14.35	....
GOOD LAMBS.				
Toronto	\$15.00	\$14.25	\$13.00	
Montreal	12.50	12.00	11.00	
Winnipeg	13.00	13.00	10.00	
Calgary	12.00	12.00	12.00	
Edmonton	11.75	11.50	10.00	
Pr. Albert	10.00	11.00	....
Moose Jaw	12.25	12.50	10.00	
Saskatoon	....	....	....

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Cash Trading, Thursday, Sept. 6, 1928.

Regular Hams.		S. P.	
Green.			
8-10	22	21	21
10-12	22	21	21
12-14	22	21	21
14-16	22	21	21
16-18	22	21	21
18-20	20 1/2	21 1/2	21 1/2
20-22	20 1/2	21 1/2	21 1/2
S. P. Boiling Hams.		Select.	
H. Run.			
16-18	21 1/2	22	22
18-20	21 1/2	22	22
20-22	21 1/2	22	22
Skinned Hams.		S. P.	
Green.			
10-14	22 1/2	22 1/2	22 1/2
14-16	22 1/2	22 1/2	22 1/2
16-18	22	22 1/2	22 1/2
18-20	20 1/2	21	21
20-22	19	20	20
22-24	18	19 1/2	19 1/2
24-26	17 1/2	18 1/2	18 1/2
26-28	17 1/2	18 1/2	18 1/2
30-35	16 1/2	17 1/2	17 1/2
Picanes.		S. P.	
Green.			
4-6	16 1/4	16 1/4	16 1/4
6-8	15 1/2	15 1/2	15 1/2
8-10	15 1/4	15 1/4	15 1/4
10-12	15 1/4	15 1/4	15 1/4
12-14	15 1/4	15 1/4	15 1/4
Bellies.*		S. P.	
Green.			
6-8	18 1/2	20 1/4	20 1/4
8-10	18 1/2	20 1/4	20 1/4
10-12	18 1/2	20 1/4	20 1/4
12-14	18 1/2	20 1/4	20 1/4
14-16	18 1/2	20 1/4	20 1/4
16-18	18 1/2	20 1/4	20 1/4
*Square Cut and Seedless.			
D. S. Bellies.		Rib.	
Clear.			
14-16	16 1/2	16 1/2	16 1/2
16-18	16 1/2	16 1/2	16 1/2
18-20	16 1/2	16 1/2	16 1/2
20-22	16 1/2	16 1/2	16 1/2
22-24	16 1/2	16 1/2	16 1/2
24-26	16 1/2	16 1/2	16 1/2
26-28	16 1/2	16 1/2	16 1/2
30-35	16 1/2	16 1/2	16 1/2
35-40	15 1/2	15 1/2	15 1/2
40-50	15 1/2	15 1/2	15 1/2
D. S. Fat Backs.		Rib.	
8-10	12	12 1/2	12 1/2
10-12	12	12 1/2	12 1/2
12-14	12	12 1/2	12 1/2
14-16	12	12 1/2	12 1/2
16-18	12	12 1/2	12 1/2
18-20	12	12 1/2	12 1/2
20-25	12	12 1/2	12 1/2
D. S. Rough Ribs.		Rib.	
45-50	14 1/2	14 1/2	14 1/2
55-60	14 1/2	14 1/2	14 1/2
65-70	14 1/2	14 1/2	14 1/2
75-80	14 1/2	14 1/2	14 1/2
Other D. S. Meats.		Rib.	
Extra Short Cans.	35-45	15 1/2	15 1/2
Extra Short Ribs.	35-45	15 1/2	15 1/2
Regular Plates	6-8	10 1/2	10 1/2
Clear Plates	4-6	10 1/2	10 1/2
Jowl Butts		10 1/2 @ 10 1/2	10 1/2 @ 10 1/2
Lard.		Rib.	
Prime Steam, tierces.	12.65	14.30n	14.30n
Prime Steam, loose.	12.60	14.15n	14.15n

FUTURE PRICES.

SATURDAY, SEPTEMBER 1, 1928.

LARD—		Open.		High.		Low.		Close.	
Sept.	12.05	12.30	12.05	12.30	12.05	12.30	12.05	12.30	12.05
Oct.	12.45	12.52 1/2	12.35	12.52 1/2	12.35	12.52 1/2	12.35	12.52 1/2	12.35
Dec.	12.70	12.75	12.65	12.75	12.65	12.75	12.65	12.75	12.65
CLEAR BELLIES—		Open.		High.		Low.		Close.	
Sept.	15.90	15.85	15.90	15.85	15.90	15.85	15.90	15.85	15.90
Oct.	16.00	16.05	16.00	16.05	16.00	16.05	16.00	16.05	16.00
Dec.	16.20	16.25	16.20	16.25	16.20	16.25	16.20	16.25	16.20
SHORT RIBS—		Open.		High.		Low.		Close.	
Sept.	14.12 1/2	14.15	14.00	14.15	14.00	14.15	14.00	14.15	14.00
Oct.	14.15	14.15	14.15	14.15	14.15	14.15	14.15	14.15	14.15
Dec.	14.15	14.15	14.15	14.15	14.15	14.15	14.15	14.15	14.15

MONDAY, SEPTEMBER 3, 1928.

Holiday. No market.

TUESDAY, SEPTEMBER 4, 1928.

LARD—		Open.		High.		Low.		Close.	
Sept.	12.30-32 1/2	12.45	12.30	12.45	12.30	12.45	12.30	12.45	12.30
Oct.	12.52 1/2-57 1/2	12.65	12.52 1/2	12.62 1/2-62 1/2	12.52 1/2	12.62 1/2	12.52 1/2	12.62 1/2	12.52 1/2
Nov.	12.67 1/2	12.75	12.67 1/2	12.75	12.67 1/2	12.75	12.67 1/2	12.75	12.67 1/2
Dec.	12.77 1/2	12.87 1/2	12.77 1/2	12.87 1/2	12.77 1/2	12.87 1/2	12.77 1/2	12.87 1/2	12.77 1/2
Jan.	13.02 1/2	13.12 1/2	13.02 1/2	13.12 1/2	13.02 1/2	13.12 1/2	13.02 1/2	13.12 1/2	13.02 1/2
Mar.	13.12 1/2	13.12 1/2	13.12 1/2	13.12 1/2	13.12 1/2	13.12 1/2	13.12 1/2	13.12 1/2	13.12 1/2
CLEAR BELLIES—		Open.		High.		Low.		Close.	
Sept.	15.95	16.00	15.95	16.00	15.95	16.00	15.95	16.00	15.95
Oct.	16.07 1/2	16.10	16.07 1/2	16.10	16.07 1/2	16.10	16.07 1/2	16.10	16.07 1/2
Dec.	16.20	16.25	16.20	16.25	16.20	16.25	16.20	16.25	16.20
SHORT RIBS—		Open.		High.		Low.		Close.	
Sept.	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30
Oct.	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30
Dec.	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30

WEDNESDAY, SEPTEMBER 5, 1928.

LARD—		Open.		High.		Low.		Close.	
Sept.	12.47 1/2	12.57 1/2	12.47 1/2	12.57 1/2	12.47 1/2	12.57 1/2	12.47 1/2	12.57 1/2	12.47 1/2
Oct.	12.67 1/2	12.75	12.65	12.75	12.65	12.75	12.65	12.75	12.65
Nov.	12.87 1/2	12.97 1/2	12.85	12.97 1/2	12.85	12.97 1/2	12.85	12.97 1/2	12.85
Dec.	13.00	13.07 1/2	12.95	13.07 1/2	12.95	13.07 1/2	12.95	13.07 1/2	12.95
Jan.	13.10-15	13.17 1/2	13.10	13.17 1/2	13.10	13.17 1/2	13.10	13.17 1/2	13.10
Mar.	13.17 1/2	13.17 1/2	13.17 1/2	13.17 1/2	13.17 1/2	13.17 1/2	13.17 1/2	13.17 1/2	13.17 1/2
CLEAR BELLIES—		Open.		High.		Low.		Close.	
Sept.	15.95	16.00	15.95	16.00	15.95	16.00	15.95	16.00	15.95
Oct.	16.07 1/2	16.10	16.07 1/2	16.10	16.07 1/2	16.10	16.07 1/2	16.10	16.07 1/2
Dec.	16.20	16.25	16.20	16.25	16.20	16.25	16.20	16.25	16.20
SHORT RIBS—		Open.		High.		Low.		Close.	
Sept.	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30
Oct.	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30
Dec.	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30	14.30
LARD—		Open.		High.		Low.		Close.	
Sept.	12.60	12.67 1/2	12.60	12.65	12.60	12.65	12.60	12.65	12.60
Oct.	12.72 1/2	12.82 1/2	12.72 1/2	12.82 1/2	12.72 1/2	12.82 1/2	12.72 1/2	12.82 1/2	12.72 1/2
Nov.	12.85	12.92 1/2	12.85	12.92 1/2	12.85	12.92 1/2	12.85	12.92 1/2	12.85
Dec.	12.92 1/2-05	13.05	12.92 1/2	13.05	12.92 1/2	13.05	12.92 1/2	13.05	12.92 1/2
Jan.	13.17 1/2	13.25	13.17 1/2	13.25	13.17 1/2	13.25	13.17 1/2	13.25	13.17 1/2
Mar.	13.25	13.25	13.25	13.25	13.25	13.25	13.25	13.25	13.25
May	13.25	13.25	13.25	13.25	13.25	13.25	13.25	13.25	13.25
CLEAR BELLIES—		Open.		High.		Low.		Close.	
Sept.	15.97 1/2	16.10	15.97 1/2	16.10	15.97 1/2	16.10	15.97 1/2	16.10	15.97 1/2
Oct.	16.15	16.20	16.15	16.20	16.15	16.20	16.15	16.20	16.15
Dec.	16.20	16.25	16.20	16.25	16.20	16.25	16.20	16.25	16.20
SHORT RIBS—		Open.		High.		Low.		Close.	
Sept.	13.75	13.75	13.75	13.75	13.75	13.75	13.75	13.75	13.75
Oct.	13.75	13.75	13.75	13.75	13.75	13.75	13.75	13.75	13.75
Dec.	13.75	13.75	13.75	13.75	13.75	13.75	13.75	13.75	13.75

FRIDAY, SEPTEMBER 7, 1928.

LARD—		Open.	High.	Low.	Close.
Sept.	12.70	12.80	12.70	12.80	12.80x
Oct.	12.80-82½	12.92½	12.80	12.92½	12.87½
Nov.	12.85	13.02½	12.92½	13.02½	13.02½
Dec.	13.05-7½	13.15	13.00	13.07½-1	13.02½
Jan.	13.22½	13.32½	13.22½	13.25	13.25
Mar.	13.32½	13.32½	13.32½	13.35	13.35
CLEAR BELLIES—					
Sept.	16.20	16.35	16.20	16.35	16.27½b
Oct.	16.10	16.35	16.20	16.35	16.35
Dec.	15.85	15.85	15.85	15.85	15.85ax
SHORT RIBS—					
Sept.	13.75	13.75	13.75	13.75	14.30a
Oct.	13.75	13.75	13.75	13.75	14.15a
Dec.	13.75	13.75	13.75	13.75	13.75

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended Sept. 5, 1928.	Cor. week, 1927.
Prime native steers.....	25 1/4 @ 26 1/4	20 @ 22
Good native steers.....	24 1/2 @ 25 1/2	18 @ 19
Medium steers.....	23 1/2 @ 24 1/2	16 @ 17
Holsteins, good.....	20 @ 25	13 @ 18
Owls.....	15 1/2 @ 18	11 @ 16
Hind quarters, choice.....	29 @ 31	27 @ 27
Fore quarters, choice.....	30 1/2 @ 31 1/2	26 @ 26

Beef Cuts.

Steer Loins, No. 1.....	@ 44	@ 45
Steer Loins, No. 2.....	@ 43	@ 40
Steer Short Loins, No. 1.....	@ 35	@ 40
Steer Short Loins, No. 2.....	@ 31	@ 35
Steer Loin Ends (hips).....	@ 34	@ 34
Steer Loin Ends.....	@ 30	@ 30
Cow Loins.....	@ 36	@ 36
Cow Loin Ends (hips).....	@ 24	@ 24
Steer Ribs, No. 1.....	@ 32	@ 32
Steer Ribs, No. 2.....	@ 31	@ 28
Cow Ribs, No. 1.....	@ 22	@ 22
Cow Ribs, No. 2.....	@ 25 1/2	@ 21
Steer Round, No. 1.....	@ 25	@ 25
Steer Round, No. 2.....	@ 21	@ 21
Steer Chucks, No. 1.....	@ 20 1/2	@ 20 1/2
Cow Rounds.....	@ 21	@ 21
Cow Chucks.....	@ 15 1/2	@ 15 1/2
Steer Plates.....	@ 13 1/2	@ 13 1/2
Medium Plates.....	@ 12	@ 12
Briskets, No. 1.....	@ 13	@ 8
Steer Navel Ends.....	@ 12	@ 7 1/2
Cow Navel Ends.....	@ 11 1/2	@ 7 1/2
Fore Shanks.....	@ 9	@ 8
Hind Shanks.....	@ 7	@ 6
Strip Loin, No. 1, bbls.....	@ 70	@ 60
Strip Loin, No. 2.....	@ 68	@ 40
Briskin Butts, No. 1.....	@ 40	@ 34
Briskin Butts, No. 2.....	@ 32	@ 27
Beef Tenderloins, No. 1.....	@ 80	@ 70
Beef Tenderloins, No. 2.....	@ 75	@ 65
Pump Butts.....	@ 20	@ 20
Pump Steaks.....	@ 20	@ 20
Shoulder Clods.....	@ 20	@ 15
Hanging Tenderloins.....	@ 18	@ 10

Beef Products.

Brains (per lb.).....	@ 10	@ 11
Hearts.....	@ 16	@ 11
Tongues, 40s.....	@ 40	@ 35
Sweetbreads.....	@ 40	@ 34
Or-Tail, per lb.....	@ 10	@ 8
Fresh Tripe, plain.....	@ 6	@ 6
Fresh Tripe, H. C.....	@ 8 1/2	@ 7 1/2
Livers.....	@ 19	@ 12 1/2
Kidneys, per lb.....	@ 22	@ 13
	@ 15	@ 10 1/2

Veal.

Choice Carcass.....	@ 27	@ 28
Good Carcass.....	@ 23	@ 26
Good Saddle.....	@ 27	@ 35
Good Backs.....	@ 18	@ 21
Medium Backs.....	@ 12	@ 14

Veal Products.

Brains, each.....	@ 11	@ 12
Sweetbreads.....	@ 80	@ 65
Chf Livers.....	@ 50	@ 47

Lamb.

Choice Lambs.....	@ 32	@ 25
Medium Lambs.....	@ 28	@ 23
Choice Saddle.....	@ 34	@ 30
Medium Saddle.....	@ 32	@ 28
Choice Fores.....	@ 24	@ 20
Medium Fores.....	@ 22	@ 18
Lamb Fries, per lb.....	@ 33	@ 32
Lamb Tongues, per lb.....	@ 15	@ 13
Lamb Kidneys, per lb.....	@ 30	@ 25

Mutton.

Heavy Sheep.....	@ 9	@ 10
Light Sheep.....	@ 16	@ 14
Heavy Saddle.....	@ 12	@ 15
Light Saddle.....	@ 18	@ 17
Heavy Fores.....	@ 10	@ 7
Light Fores.....	@ 14	@ 12
Mutton Legs.....	@ 21	@ 20
Mutton Loins.....	@ 15	@ 20
Mutton Stew.....	@ 10	@ 8
Sheep Tongues, per lb.....	@ 15	@ 13
Sheep Heads, each.....	@ 10	@ 10

Fresh Pork, Etc.

Pork Loins, 8 to 10 lbs. av.....	@ 37	@ 23
Cans.....	@ 17	@ 15
Shoulders.....	@ 21	@ 13
Tenderloins.....	@ 24	@ 45
Spare Ribs.....	@ 15	@ 10
Leaf Lard.....	@ 13 1/2	@ 13
Back Fat.....	@ 14	@ 14
Boston Butts.....	@ 28 1/2	@ 16
Ham.....	@ 20	@ 14
Neck Bones.....	@ 10	@ 11
Rib Bones.....	@ 6	@ 9
Blade Bones.....	@ 17	@ 15
Pig Feet.....	@ 5	@ 5
Livers.....	@ 8 1/2	@ 8
Kidneys, per lb.....	@ 11	@ 12
Ham.....	@ 14	@ 13
Ham.....	@ 5	@ 6
Ham.....	@ 7	@ 8
Ham.....	@ 8	@ 10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@ 28
Country style sausage, fresh in link.....	@ 22
Country style sausage, fresh in bulk.....	@ 20
Country style sausage, smoked.....	@ 26
Frankfurts in sheep casings.....	@ 25 1/2
Frankfurts in hog casings.....	@ 23 1/2
Bologna in beef bungs, choice.....	@ 21
Bologna in cloth, paraffined, choice.....	@ 19
Bologna in beef middles, choice.....	@ 20 1/2
Liver sausage in hog bungs.....	@ 21
Smoked liver sausage in hog bungs.....	@ 26
Liver sausage in beef rounds.....	@ 19
Head Cheese.....	@ 17
New England luncheon specialty.....	@ 28
Mince luncheon specialty.....	@ 24
Tongue sausage.....	@ 26
Blood sausage.....	@ 17
Polish sausage.....	@ 21
Souse.....	@ 15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@ 51
Thuringer Cervelat.....	@ 26
Farmer.....	@ 21
Holsteiner.....	@ 20
B. C. Salami, choice.....	@ 49
Milano Salami, choice, in hog bungs.....	@ 49
B. C. Salami, new condition.....	@ 40
Princes, choice, in hog middles.....	@ 20 1/2
Genoa style Salami.....	@ 55
Pepperoni.....	@ 58
Mortadella, new condition.....	@ 36
Capicola.....	@ 49
Italian style hams.....	@ 38
Virginia hams.....	@ 53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	@ 16 1/2
Special lean pork trimmings.....	@ 21 1/2
Extra lean pork trimmings.....	@ 23 1/2
Neck bone trimmings.....	@ 19
Pork cheek meat.....	@ 16 1/2
Pork hearts.....	@ 14
Native boneless bull meat (heavy).....	@ 17 1/2
Boneless chucks.....	@ 16 1/2
Shank meat.....	@ 15 1/2
Beef trimmings.....	@ 15 1/2
Beef hearts.....	@ 12
Beef cheeks (trimmed).....	@ 14
Dressed canners, 300 lbs. and up.....	@ 12 1/2
Dressed canners, 350 lbs. and up.....	@ 12 1/2
Dr. bologna bulls, 500 to 700 lbs.....	@ 13 1/2
Beef tripe.....	5 1/2 @ 6
Cured pork tongue (can. trim.).....	15 1/2 @ 16

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef Casings:	
Domestic round, 180 pack.....	@ 45 1/2
Domestic round, 140 pack.....	@ 50
Wide export rounds.....	@ 67
Medium export rounds.....	@ 60
Narrow export rounds.....	@ 67
No. 1 weasands.....	@ 16
No. 2 weasands.....	@ 7 1/2
No. 1 domestic bungs.....	@ 33
No. 2 bungs.....	@ 21
Regular middles.....	@ 1.30
Selected wide middles.....	@ 2.50
Dried bladders:	
12/15.....	@ 2.25
10/12.....	@ 2.00
8/10.....	@ 1.25
6/8.....	@ 1.15
Hog Casings:	
Narrows, per 100 yds.....	@ 8.25
Narrows, med., per 100 yds.....	@ 2.60
Mediums, per 100 yds.....	1.50 @ 1.75
Wides, per 100 yds.....	@ .90
Export bungs.....	@ .36
Large prime bungs.....	@ .25
Medium prime bungs.....	@ .18
Small prime bungs.....	@ .18
Middles.....	@ .00
Stomachs.....	@ .06

Quotations for large lots. Smaller quantities at usual advance.

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF.

Meat, pork, regular.....	\$1.00
Family back pork, 20 to 34 pieces.....	32.00
Family back pork, 35 to 45 pieces.....	33.00
Clear back pork, 40 to 50 pieces.....	29.00
Clear plate pork, 25 to 35 pieces.....	23.00
Brisket pork.....	25.00
Bean pork.....	27.00
Plate beef.....	28.00
Extra plate beef, 200 lb. bbls.....	28.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.55 @ 1.57 1/2
Oak pork barrels, black iron hoops.....	1.80 @ 1.85
Ash pork barrels, galv. iron hoops.....	1.75 @ 1.77 1/2
White oak ham tierces.....	2.25 @ 2.27 1/2
Red oak lard tierces.....	2.43 @ 2.45

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@ 28
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@ 20 1/2
Nut, 1 lb. cartons, f.o.b. Chicago.....	@ 17
(30 and 60 lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@ 15

DRY SALT MEATS.

Extra short clears.....	@ 15
Extra short ribs.....	@ 15
Short clear middles, 60-lb. avg.....	@ 16 1/2
Clear bellies, 18 to 20 lbs.....	@ 16 1/2
Clear bellies, 14 to 16 lbs.....	@ 16 1/2
Rib bellies, 20 to 25 lbs.....	@ 15 1/2
Rib bellies, 25 to 30 lbs.....	@ 15 1/2
Fat backs, 10 to 12 lbs.....	@ 12
Fat backs, 14 to 16 lbs.....	@ 13 1/2
Regular plates.....	@ 12 1/2
Butts.....	@ 10

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 to 16 lbs.....	@ 28 1/2
Fancy skd. hams, 14 to 16 lbs.....	@ 30 1/2
Standard reg. hams, 14 to 16 lbs.....	@ 28 1/2
Picnics, 4 to 8 lbs.....	@ 18 1/2
Fancy bacon, 6 to 8 lbs.....	@ 31 1/2
Standard bacon, 6 to 8 lbs.....	@ 25 1/2
Cooked hams, choice, skin on, fattened.....	@ 43
Cooked hams, choice, skinned, fattened.....	@ 44
Cooked hams, choice, skinless, fattened.....	@ 46
Cooked picnics, skin on, fattened.....	@ 29
Cooked picnics, skinned, fattened.....	@ 29
Cooked loin roll, smoked.....	@ 46

ANIMAL OILS.

Prime edible lard oil.....	@ 15 1/2
Extra winter strained.....	@ 12 1/2
Extra lard oil.....	@ 12
Extra No. 1 lard.....	@ 11 1/2
No. 1 lard oil.....	@ 11 1/2
No. 2 lard oil.....	@ 10 1/2
Acidless tallow oil.....	@ 10 1/2
Pure neatfoot oil.....	@ 14 1/2
Extra neatfoot oil.....	@ 12
No. 1 neatfoot oil.....	@ 11 1/2
20 deg. CT neatfoot oil.....	@ 18 1/2

LARD (Unrefined).

Prime, steam, loose.....	@ 12.40
Prime, steam, cases.....	@ 12.50
Leaf, raw.....	@ 12.25
Neutral lard.....	@ 15.00

LARD (Refined).

Pure lard, kettle rendered, per lb.....	13 1/2 @ 13 1/2
Pure lard, tierces.....	12 1/2 @ 13
Compound.....	13 @ 13 1/2

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	13 @ 13 1/2
Oleo stocks.....	12 1/2 @ 12 1/2
Prime No. 1 oleo oil.....	12 1/2 @ 12 1/2
Prime No. 2 oleo oil.....	12 @ 12 1/2
Prime No. 3 oleo oil.....	11 @ 12
Prime oleo stearine, edible.....	11 1/2 @ 12

TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre, 94.....	@ 9 1/2
Prime packers tallow.....	@ 8 1/2
No. 1 tallow, 10% f.f.a.....	@ 8 1/2
No. 2 tallow, 40% f.f.a.....	7 1/2 @ 8
Choice white grease.....	8 1/2 @ 9
A-White grease.....	@ 8 1/2
B-White grease, max. 5% acid.....	8 @ 8 1/2
Yellow grease, 10 to 15 f.f.a.....	7 1/2 @ 7 1/2
Brown grease, 40% f.f.a.....	7 1/2 @ 7 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.....	
Valley points, nom., prompt.....	@ 8
White, deodorized, in bbls. c.a.f. Chgo.....	10 1/2 @ 10 1/2
Yellow, deodorized, in bbls.....	10 1/2 @ 10 1/2
Soap stock, 50% f.f.a., f.o.b.....	@ 2 1/2
Corn oil, in tanks, f.o.b. mills.....	@ 8 1/2
Soya bean, seller's tank, f.o.b. const.....	9 1/2 @ 9 1/2
Cocconut oil seller's tanks, f.o.b. const.....	7 1/2 @ 7 1/2
Refined in bbls., c.a.f., Chicago, nom.....	10 @ 10 1/2

FERTILIZERS.

Blood, unground and ground.....	\$ 4.25 @ 4.50
Hooftmeal.....	@ 4.00
Ground fertilizer, tankage, 10%.....	4.00 @ 4.55
Ground fertilizer, tankage, 6 to 8%.....	32.00 @ 35.00
Ground steam bone, per ton.....	30.00 @ 32.00
Unground steam bone, per ton.....	26.00 @ 28.00
Unground bone tankage, per ton.....	23.00 @ 25.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00 @ 200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @ 135.00
Horns, black and striped.....	70.00 @ 80.00
Horns, white.....	38.00 @ 45.00
Round shin bones, heavy.....	75.00 @ 80.00
Round shin bones, lights and med.....	80.00 @ 100.00
Heavy flats.....	55.00 @ 75.00
Light flats.....	47.50 @ 55.00
Thigh bones, heavy.....	90.00 @ 100.00
Thigh bones, light and med.....	85.00 @ 90.00
Buttock bones.....	85.00 @ 85.00

Retail Section

Where Is Meat Retailed?

What Stores Sell Meat and What Else Does Meat Dealer Sell?

By Everett B. Wilson, Department of Retail Merchandising, Institute of American Meat Packers.

What percentage of meat sold at retail is sold in retail meat stores, and what percentage is sold in other types of stores?

What percentage does meat represent of the total sales of retail meat stores and what percentage of the total volume consists of products other than meat?

These questions have been answered for the first time, so far as metropolitan distribution is concerned, by figures gathered during the recent census of distribution which was conducted in eleven representative cities by the U. S. Bureau of the Census and the Chamber of Commerce of the United States.

Supplementary figures issued for eight of the eleven cities—Chicago, San Francisco, Seattle, Atlanta, Providence, Kansas City, Syracuse and Denver—show that 78.3 per cent of the meat sold at retail in those cities is sold in retail meat stores.

Other Retail Outlets.

In these cities, which were chosen as being representative of the metropolitan areas of this country, 19.3 per cent of the meat sold at retail is sold by grocery and delicatessen stores.

The remaining 2.4 per cent is sold by dairy and poultry establishments, bakeries, fruit and vegetable stores, candy and confectionery stores, cigar stores, ice cream parlors, general stores, restaurants, et cetera.

Presumably every retail outlet in each city was included in the census, and each store was classified according to its principal line of business. Thus, combination grocery and meat stores were classified as grocery stores if groceries represented the largest percentage of their volume, and as meat stores if meat constituted the largest share of the sales.

Meat sold in cooked form to patrons of restaurants is not shown separately in the census figures.

In two of the cities—Chicago and Atlanta—a small amount of meat was sold at retail by restaurants.

In all cases, the figures relating to meat also include poultry.

Grocery and Delicatessen Sales.

In Kansas City, almost twice as much meat is sold in grocery and delicatessen stores as in retail meat stores while in San Francisco ten times as much

meat is sold in retail meat stores as in grocery and delicatessen stores.

In Atlanta grocery stores sell slightly more meat than the retail meat establishments, and small sales of meat were reported in ice cream parlors, general stores, et cetera.

In the same eight cities analysis of the census figures shows that 86.8 per cent of the volume of retail meat stores consists of meat and poultry. Grocery and delicatessen products represent 5.7 per cent of the total sales, and fish and other fresh sea foods represent 3.0 per cent. The remaining 4.5 per cent consists of other miscellaneous products.

Excluding the figures for Chicago in these calculations—that is, considering only the figures for the other seven cities—makes quite a difference in the percentages. Without the Chicago figures, meat constitutes only 78 per cent of the sales of retail meat stores, grocery and delicatessen products represent 8.3 per cent of the total sales, and fish and other sea food represent 6.4 per cent.

Chicago Situation is Different.

It is apparent from these figures that there either is a larger percentage of straight meat stores in Chicago, or that the dealers who do carry groceries carry a smaller line.

In Providence 33 per cent of the sales of retail meat stores consisted of grocery and delicatessen products, but in Chicago and Seattle less than 4 per cent of the volume consisted of groceries.

As reported in a previous analysis, 14.2 per cent of the meat sold at retail is sold in chain meat stores.

Figures for all eleven cities combined show that only 12 per cent of the retail meat stores do a business of more than

\$50,000 a year. These stores do 44 per cent of the total business. The number doing a business of between \$25,000 and \$50,000 a year is 61 per cent of the total, and these stores handle an even 50 per cent of the total sales.

Most Sales in Smaller Stores.

Nearly two-thirds of the retail meat stores do a business of less than \$25,000 a year. This two-thirds does only 28 per cent of the total business. The number of retail meat stores doing a business of less than \$10,000 a year is 27 per cent of the total, accounting for only 5 per cent of the sales for all meat stores.

Inventories in food stores are unusually low compared with those in other retail lines. The average inventory for all retail establishments, including some department stores, was found to be \$6,159, but in retail meat stores was only \$673. The average for grocery and delicatessen stores was more than twice as great, \$1,714; for bakeries, \$983; for fruit and vegetable stores, \$313.

Except in two or three classes of stores, the average wage per employee did not differ greatly. The average in retail meat stores was \$1,568, as compared with \$1,379 in grocery and delicatessen stores. In variety stores, which had the lowest average wage, the figure per employee was \$797. Optical stores paid an average wage of \$2,074. In all cases, however, the salary of the proprietors is included in computing the average.

Wages Compared to Sales.

In retail meat stores wages on the average amount to 7.3 per cent of total sales, which is a little less than in grocery and delicatessen stores, where wages amounted to 8.13 per cent of sales.

The census figures also show the percentage of employees actually engaged in selling. In retail meat stores 75 per cent of the employees participate in the selling, as compared with 68 per cent in the grocery and delicatessen line. The average for all retail lines is only 51 per cent of the total number of employees.

Some surprising variations are shown in the reported number of inhabitants per store in different cities.

For example, in Kansas City, Mo., there is one retail meat store to every 2,375 inhabitants, whereas there are only 1,079 persons per store in Chicago and only 1,104 in Baltimore.

The sales per store are greater in Kansas City than in Chicago, \$35,750 as compared with \$30,659.

Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

BACON AND PRUNES.

Bacon and prunes are breakfast foods so why not combine them? The following recipe does this in a novel manner. Your customers who are fond of bacon and prunes will be glad to have it. Place it in a conspicuous place in your store where it can be seen.

Soak large prunes in water several hours, cook until almost done, stone and wrap each prune in a strip of bacon. Fasten with a toothpick and broil carefully or fry in deep fat until the bacon is done. Serve hot.

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HOW TO SELL MORE LAMB.

(Continued from page 28.)

One of the big features of the Wichita program, which came next, was a demonstration given at a large picnic of retail meat dealers. More than 400 witnessed the cutting up of the lamb. In Wichita, as in Topeka, the radio was used. In all radio talks housewives are urged to look for the new lamb cuts in the markets, and are given helpful information on the selecting and preparing of lamb. The lamb menu book is offered to those who will write for it.

Cashing in on Lamb.

Quantities of lamb literature are being distributed to good advantage at all points. Retailers everywhere seem to be anxious to get this material. It includes a booklet entitled, "Cashing in on Lamb," and a lamb menu book.

"Cashing in on Lamb" is for the use of the retailer himself. It offers instruction on making all of the cuts of lamb as advocated in this campaign. The lamb menu book contains menus featuring lamb and recipes for the lamb dishes. This publication is of special value for distribution by the retailer to the consumer.

Retailers and packers in the following cities will find much information of value to them in the demonstrations to be conducted on the dates specified during the coming three months:

St. Paul, Sept. 13-18.
Minneapolis, Sept. 19-21.
Des Moines, Sept. 22-27.
San Diego, Oct. 1-6.
Los Angeles, Oct. 8-13.
Sacramento and Oakland, Oct. 15-20.
Seattle, Oct. 22-27.
Tacoma, Oct. 29-31.
Portland, Nov. 1-10.
San Francisco, Nov. 12-17.

NEWS OF THE RETAILERS.

William Stehr, veteran meat market man of Madison, Wis., has sold his market to Goeden & Co. Herman Stehr, who was associated with his father for the past 15 years, will be manager of the new concern.

The meat retailers' association and the meat cutters' union of Fond du Lac, Wis., held their annual outing recently with 250 in attendance.

A get-together outing of the proprietors and employees of the B. & H. Markets at Milwaukee, Hartford and West Bend, Wis., was held recently and was so successful that it will be made an annual affair.

Worthington's Store in Fulton, Cal., is adding a meat market.

Gus Hooper has purchased the meat market of Dilber Brown, Girard, Kans.

F. J. Anderson has sold out his meat business in Cottage Grove, Ore., to Frank Culver.

Wiederheld Bros., Inc., have succeeded Paul & Wm. E. Wiederheld as owners of the Economy Market, Portland, Ore.

Frye & Co. have purchased the meat

business of Carl H. Anderson, Sumner, Wash.

Ed. Schaaake has engaged in the meat business in Selah, Wash.

Bennie Brothers have purchased the Corvallis, Ore., Public Market from Monte Keene.

The City Cash Market, 226 Plum Street, Red Wing, Minn., has been purchased by Ralph Bartlett.

Frank Henning has opened a meat market in Lakota, N. Dak.

Bert Butler purchased the interest of R. A. Clark in the Butler Meat Market, Beaver Dam, Wis.

Clarence Marquarar opened a meat market at Rosholt, Wis.

W. J. Doust has been succeeded in the meat and grocery business at Los Altos, Cal., by Arthur Lillie.

The Mutual Stores, Inc., has opened a meat and grocery business at Woodland, Cal.

P. D. Moore has purchased the business of the Magness Cash Market, Olathe, Kans. Mr. Magness continues in charge of the meat department.

W. E. Tedlock has purchased the business of the Chiles Grocery & Market, Chelsea, Okla.

Mrs. A. J. Hopkins has purchased the Harris meat business in Klamath Falls, Ore.

Russell Miller has been succeeded in the meat business at Dryden, Wash., by Glen Caldwell.

The McMahony Meat Market Moline, Ill., was damaged by fire.

Geo. H. Reiger, wholesale and retail meat dealer of St. Paul, Minn., died, aged 30.

Wm. Egner purchased the Taylor Meat Market at Iola, Wis., from E. M. Taylor.

Paul Boldewein is opening a meat market at 1326 Martin Avenue, Sheboygan, Wis.

**To Get Better
Collection Results**

Have you tried the telephone, Mr. Retailer, to collect your overdue accounts?

If you have not this method is worth a trial.

It stands to reason that if you could call on all of your delinquent customers personally and talk out the matter with them many of your collection problems would be solved. The personal contact would bring results that even the best of collection letters fail to get.

While the telephone does not bring you face to face with your customer it puts you in actual contact with him, which is the next best thing. By using the telephone you can reason with the customer and adopt tactics to fit each individual case.

One retailer is using the telephone to collect accounts with good results. He finds that it not only brings better results but that by talking with the customer he can form a better opinion of the case and retain many accounts on his books that might otherwise be lost.

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.
Address your inquiries to Retail Editor,
THE NATIONAL PROVISIONER, Old
Colony Bldg., Chicago.

To Get Rid of Fish Odor

An Eastern retail meat dealer who also handles fish is having trouble with fish odor in his market. He says:

Editor The National Provisioner:

Several months ago I opened a new meat market. I also sell fresh fish in this store. I have modern equipment for storing, selling and cleaning fish.

I am troubled with a strong fish odor in the store, which is long and narrow. I would like to know how to correct or eliminate the odor as I feel that customers do not like it.

There are several things that might create an unpleasant fish odor in a market. It is impossible to make specific suggestions without knowing more about this inquirer's refrigeration and equipment for handling the fish.

He says his store is long and narrow. It is possible there is a lack of ventilation.

An important feature in having a clean, sweet-smelling market is to have plenty of fresh air. In a very short time air becomes stagnant and dead, especially if contaminated from strong odors arising from fish or meats held too long. Exhaust fans or ventilators similar to those used in theaters help to overcome this trouble.

Cleanliness and sanitation are especially necessary in handling fish. It is possible that after cleaning and putting the fish in refrigeration the offal, head, tails, etc., are neglected.

It is just as important that all this refuse be kept on ice until removed as it is to store the cleaned fish properly. Also the place must be kept thoroughly scrubbed up after cleaning fish, if all objectionable odors are to be eliminated.

About the best advice that can be offered is to make a diligent, scrutinizing and thorough search for the source of the trouble. Remove this, and the odors will take care of themselves, provided there is proper store ventilation.

"SHIRTLESS" SAUSAGE.

The Hansen Packing Co., Butte, Mont., is planning to make what it terms a "shirtless" sausage. It is introducing into its trade territory the skinned frankfurts. W. P. Hansen, president of the company, makes a practice of visiting modern plants where experimental work on new meat food products is being conducted, and has a regular experimental laboratory in his own plant, where it is said he frequently improves on the original article.

New York Section

AMONG RETAIL MEAT DEALERS.

The first fall meeting of the Ladies' Auxiliary, Retail Meat Dealers Association, is called for Thursday, September 13, at the Hotel McAlpin. As many matters of importance as well as social activities for the fall and winter season will be discussed, the president, Mrs. Charles Hembdt, hopes that all the members will be able to attend this business session.

The officers of the South Brooklyn Branch, which has been conducting well-attended meetings during the summer months, were more than pleased on Tuesday evening, following a week-end holiday, to have a record attendance, including five new members. Routine as well as new matters of great interest to the members took up most of the evening. A chart demonstration was also given. These demonstrations, both cutting and figur-

ing costs, will be a feature of the meetings of this branch.

Harry Rauch, secretary and manager of the Hudson County Branch, Retail Meat Dealers' Association, has returned from a week-end Labor Day holiday spent at Asbury Park, prepared to continue the war being waged in New Jersey by the retail meat dealers, groceries, furniture, candy and various other associations.

The regular monthly meeting of Ye Olde New York Branch on Tuesday evening, September 18, is to be a George Kramer night, and will primarily be a welcome to the new national president. There will be an educational program, and among the speakers will be Harry H. Ullman in charge of the merchandising division of the Alexander Hamilton Institute, who will touch on some phase of retail

merchandising. National President George Kramer will probably talk on association activities. Charles Schuck will speak on uniform cutting and trimming of meats in Greater New York. The handling of groceries with meats will also be discussed, and David Van Gelder will undoubtedly give an exhibition of the Philadelphia methods of cutting meats. A buffet lunch will be served.

Arthur Burck, son of Mr. and Mrs. Frank P. Burck, and a member of the Brooklyn Branch in charge of his father's Prospect Park store, started a vacation last Saturday, motoring with some friends to the Thousand Islands and Maine.

NEW YORK NOTES.

M. H. Foss, automotive department, Wilson & Co., Chicago, is spending a few days in New York.

H. L. Skellinger, Eastern district branch house manager, Wilson & Company, is in Chicago this week.

J. R. Durkin, in charge of the freezer at the Swift & Company plant, Jersey City, has spent several days in Atlantic City this week.

Charles Tanner, chief timekeeper of the New York Butchers' and Joseph Stern plants, has returned from an automobile trip to Canada.

Miss Gertrude Clancy, with the John H. Burns Company, brokers, spent the Labor Day holidays with her mother and sister at Winton, N. Y., where she enjoyed horseback riding.

John J. Connellan, in charge of the accounting department, Swift & Company, Jersey City, has returned this week from a vacation tour, which he spent in motoring around Cape Cod.

W. C. Davis, senior marketing specialist, U. S. Bureau of Agricultural Economics, Washington, D. C., spent a few days in New York last week looking over the meat grading situation.

Paul G. A. Bohack and M. J. Gern, executives for the H. C. Bohack Co., Inc., have returned from their vacation full of pep and energy, prepared for the season of 1928-1929, which the H. C. Bohack Company expect, will be a banner year, surpassing all previous sales records.

Miss M. Trinchler, in the sales department of Wilson & Company's New York district office, has returned from a two weeks' vacation, which was spent in motoring in West Virginia. In the trip Miss Trinchler passed through at least eight states, returning via White Sulphur Springs and the Shenandoah Valley.

After a seven weeks' enforced absence E. B. McKenna, chief employment manager of the New York Butchers' Dressed Meat Company, is again back at his desk. The anticipated rest with a good book under a shady tree in Central Park was changed into a stay at the hospital following a serious operation. Mr. McKenna,

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Sept. 6, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$24.50@25.50	\$26.00@27.00	\$26.00@27.50	\$26.00@27.00
Good	23.50@25.00	25.00@26.00	24.00@26.50	24.00@26.00
STEERS (550-700 lbs.):				
Choice	25.00@26.50		26.00@28.00	26.00@28.00
Good	24.00@25.50		24.00@26.50	24.00@26.00
STEERS (500 lbs. up):				
Medium	20.00@23.50	23.00@25.00	19.00@23.50	18.00@23.00
Common	16.50@20.00	20.50@23.00	18.00@19.00	
STEERS: (1)				
YEARLING: (300-550 lbs.)				
Choice	26.00@27.50		26.50@28.00	
Good	24.00@26.00		25.00@27.00	
Medium	21.00@24.00			
COWS:				
Good	18.00@20.00	19.00@20.50	19.00@21.00	19.50@21.00
Medium	16.00@18.00	18.00@19.00	17.00@19.00	17.00@19.00
Common	14.00@16.00	17.00@18.00	15.50@16.50	15.00@17.00
Fresh Veal and Calf Carcasses.				
VEALERS: (2)				
Choice	27.00@28.00	27.00@28.00	28.00@29.00	26.00@27.00
Good	26.00@27.00	24.00@27.00	26.00@28.00	25.00@26.00
Medium	24.00@26.00	21.00@24.00	23.00@25.00	22.00@24.00
Common	22.00@24.00	19.00@21.00	21.00@23.00	
CALF: (2) (3)				
Choice	21.00@23.00			21.00@22.00
Good	19.00@21.00	20.00@22.00	23.00@25.00	20.00@21.00
Medium	17.00@19.00	18.00@20.00	18.00@22.00	16.00@19.00
Common	16.00@17.00	16.00@18.00	16.00@18.00	
Fresh Lamb and Mutton:				
LAMB: (38 lbs. down)				
Choice	27.00@29.00	28.00@29.00	27.00@29.00	29.00@30.00
Good	26.00@28.00	27.00@28.00	26.00@28.00	27.00@29.00
Medium	24.00@26.00	24.00@27.00	24.00@26.00	24.00@26.00
Common	21.00@23.00	22.00@24.00	21.00@23.00	20.00@23.00
LAMB: (39-45 lbs.)				
Choice	27.00@29.00	28.00@29.00	27.00@29.00	29.00@30.00
Good	26.00@28.00	27.00@28.00	26.00@28.00	27.00@29.00
Medium	24.00@26.00	24.00@27.00	24.00@26.00	
Common			21.00@23.00	
LAMB: (46-55 lbs.)				
Choice	26.00@28.00	26.00@28.00		
Good				
MUTTON: (Ewe) 70 lbs. down				
Good	14.00@16.00	14.00@16.00	13.00@15.00	15.00@16.00
Medium	12.00@14.00	12.00@14.00	11.00@13.00	13.00@14.00
Common	10.00@12.00		9.00@11.00	
Fresh Pork Outs:				
LOINS:				
8-10 lbs. av.	36.00@38.00	33.00@35.00	34.00@36.00	32.00@35.00
10-12 lbs. av.	34.00@36.00	33.00@34.00	32.00@34.00	31.00@34.00
12-15 lbs. av.	29.00@31.00	30.00@32.00	28.00@30.00	28.00@31.00
16-22 lbs. av.	21.00@23.00	23.00@25.00	22.00@24.00	22.00@26.00
SHOULDERS: N. Y. Style, Skinned:				
8-12 lb. av.	22.00@24.00		21.00@23.00	21.00@24.00
PICNICS:				
6-8 lbs. av.		19.00@20.00		
BUTTS: Boston Style				
4-8 lb. av.	28.00@29.00		27.00@29.00	26.00@29.00
SPARE RIBS: Half Sheets	16.00@17.00			
TRIMMINGS:				
Regular	16.50@17.50			
Lean	23.00@24.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

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and

SAUSAGE
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however, is now on the road to recovery.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ended August 25, 1928: Meat.—Brooklyn, 5 lbs.; Manhattan, 134 lbs.; total, 139 lbs. Fish.—Brooklyn, 14 lbs. Poultry and Game.—Manhattan, 159 lbs. During the week ended September 1, 1928: Meat.—Brooklyn, 33 lbs.; Manhattan, 3,291 lbs.; Bronx, 2 lbs.; Queens, 12 lbs.; total, 3,338 lbs. Fish.—Manhattan, 300 lbs. Poultry and Game.—Brooklyn, 40 lbs.; Manhattan, 262 lbs.; total, 302 lbs.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ended Sept. 1, 1928, with comparisons, as follows:

	Week ended Sept. 1.	Prev. week.	Cor. week, 1927.
Western Dred. Meats:			
Steers, carcasses...	6,147½	6,703	7,926½
Cows, carcasses...	605	632	356
Bulls, carcasses...	60	134	120
Veals, carcasses...	6,513	6,848	9,900
Lambs, carcasses...	19,259	21,863	21,636
Mutton, carcasses...	2,774	2,894	2,951
Beef cuts, lbs....	281,892½	227,339	153,453
Pork cuts, lbs....	655,111	789,429	787,402
Local slaughters:			
Cattle	10,116	9,324	9,893
Calves	13,862	13,767	12,636
Hogs	33,491	31,517	47,805
Sheep	64,054	58,776	47,081

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended Sept. 1, 1928, with comparisons, were as follows:

	Week ended Sept. 1.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses	2,175	1,996	2,557
Cows, carcasses	928	808	916
Bulls, carcasses	607	486	308
Veals, carcasses	1,813	1,483	2,376
Lambs, carcasses	9,952	9,144	8,855
Mutton, carcasses	1,155	1,479	1,569
Pork, lbs.	242,909	285,250	264,285
Local slaughters:			
Cattle	1,392	1,343	1,865
Calves	1,584	2,120	2,805
Hogs	13,662	6,282	15,135
Sheep	5,002	12,197	4,343



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Delicious!



NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$15.25@15.75
Cows, medium	8.00@ 9.50
Bulls, light to medium	8.50@ 9.75

LIVE CALVES.

Veals, good and ch.	\$19.00@19.50
Calves, com. to med.	10.00@13.00

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$15.00@16.25
Lambs, medium	13.00@14.75
Ewes, fat	5.00@ 7.00

LIVE HOGS.

Hogs, 100-210 lbs.	\$13.25@13.40
Hogs, medium	13.00@13.75
Hogs, 120 lbs.	13.00@13.75
Roughs	11.00@11.50
Good Roughs	@11.75

DRESSED HOGS.

Hogs, heavy	@18 1/2
Hogs, 180 lbs.	@18 1/2
Pigs, 80 lbs.	@19 1/4
Pigs, 80-140 lbs.	@19 1/2

DRESSED BEEF.

CITY DRESSED

Choice, native heavy	27 @28
Choice, native light	27 @28
Native, common to fair	26 @26 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	27 1/2 @28
Native choice, yearlings, 400@600 lbs.	24 @26
Good to choice heifers	22 @24
Good to choice cows	@21
Common to fair cows	15 @16 1/2
Fresh bologna bulls	14 @15 1/4

BEEF CUTS.

	Western	City
No. 1 ribs	@30	29 @32
No. 2 ribs	@28	27 @29
No. 3 ribs	@18	24 @26
No. 1 loins	@34	40 @44
No. 2 loins	@31	36 @38
No. 3 loins	@19	34 @35
No. 1 hinds and ribs	25 @28	31 @33
No. 2 hinds and ribs	22 @24	29 @30 1/2
No. 3 hinds and ribs	20 @21	26 @28 1/2
No. 1 rounds	@24	@27
No. 2 rounds	@23	@26
No. 3 rounds	@18	@25
No. 1 chuck	@19	25 @26
No. 2 chuck	@17	23 @24
No. 3 chuck	@13	21 @22
Bolognas	@ 6	15 1/2 @16 1/2
Rolls, reg., 6@8 lbs. avg.	22 @23	@17
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED VEAL AND CALF.

Prime veal	30 @31
Good to choice veal	28 @29
Med. to common veal	18 @26
Good to choice calves	23 @26
Med. to common calves	17 @20

DRESSED SHEEP AND LAMBS.

Lambs, prime	30 @32
Lambs, good	23 @27
Sheep, good	12 @13
Sheep, medium	10 @11

SMOKED MEATS.

Hams, 8@10 lbs. avg.	24 1/2 @25 1/2
Hams, 10@12 lbs. avg.	24 1/2 @25 1/2
Hams, 12@14 lbs. avg.	24 1/2 @25 1/2
Picnics, 4@6 lbs. avg.	18 1/2 @19
Picnics, 6@8 lbs. avg.	17 1/2 @18 1/2
Rollettes, 6@8 lbs. avg.	@18
Beef tongue, light	38 @40
Beef tongue, heavy	42 @44
Bacon, boneless, Western	24 @25
Bacon, boneless, city	21 @22
Pickled bellies, 8@10 lbs. avg.	17 @18

FANCY MEATS.

Fresh steer tongues, untrimmed	32c a pound
Fresh steer tongues, 1 c. trim'd	44c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	15c a pound
Mutton kidneys	9c each
Livers, beef	34c a pound
Oxtails	12c a pound
Beef hanging tenders	26c a pound
Lamb fries	10c a pair

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	33 @34
Pork tenderloins, fresh	30 @35
Pork tenderloins, frozen	55 @60
Shoulders, city, 10@12 lbs. avg.	23 @24
Shoulders, Western, 10@12 lbs. avg.	22 @23
Butts, boneless, Western	31 @32
Butts, regular, Western	28 @29
Hams, Western, fresh, 10@12 lbs. avg.	24 @25
Hams, city, fresh, 6@10 lbs. avg.	25 @26
Picnic hams, Western, fresh, 6@8 lbs. average	17 @18
Pork trimmings, extra lean	23 @24
Pork trimmings, regular, 50% lean	16 @17
Spareribs, fresh	15 @16

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	@ 75.00
Black hooft, per ton	45.00@ 50.00
Striped hooft, per ton	45.00@ 50.00
White hooft, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s	200.00@225.00

BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4 1/2
Edible suet	@ 6
Cond. suet	@ 5 1/2

SPICES.

	Whole.	Ground.
Allspice	21	24
Cinnamon	15	18
Cloves	28	33
Coriander	7	10
Glacer	1.03	1.08
Mace	38	40
Nutmeg	36	40
Pepper, black	70	70
Pepper, Cayenne	35	35
Pepper, red	57	61
Pepper, white		

GREEN CALFSKINS.

	5-9 9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Venis	29	3.20	3.55	3.75
Prime No. 2 Venis	27	3.00	3.30	3.50
Buttermilk No. 1	26	2.85	3.20	3.40
Buttermilk No. 2	24	2.65	2.95	3.15
Branded Gruby	15	1.70	1.95	2.15
Number 3				2.90

CURING MATERIALS.

In lots of less than 25 bbls:	Bbls.	Dbl. Bags per lb.
Double refined saltpetre, granulated	6c	5 1/2 c
Double refined saltpetre, small crystal	7 1/2 c	7 1/2 c
Double refined large crystal saltpetre	8 1/2 c	8 1/2 c
Double refined nitrate soda	4c	3 1/2 c

In 25 barrel lots:	5% c	5 1/2 c
Double refined saltpetre, granulated	5% c	5 1/2 c
Double refined saltpetre, small crystal	7 1/2 c	7 1/2 c
Double refined saltpetre, large crystal	8 1/2 c	8 1/2 c
Double refined nitrate soda, granulated	3 1/2 c	3 1/2 c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry picked—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	30 @33
Western, 48 to 54 lbs. to dozen, lb.	28 @30
Western, 43 to 47 lbs. to dozen, lb.	26 @28
Western, 36 to 42 lbs. to dozen, lb.	25 @27
Western, 30 to 35 lbs. to dozen, lb.	23 @25
Fowls—fresh—dry pkd.—prime to fry—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	34 @34
Western, 48 to 54 lbs. to dozen, lb.	31 @31
Western, 43 to 47 lbs. to dozen, lb.	29 @29
Western, 36 to 42 lbs. to dozen, lb.	28 @28
Western, 30 to 35 lbs. to dozen, lb.	26 @26
Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	29 @32
Western, 55 to 59 lbs. to dozen, lb.	28 @31
Western, 43 to 47 lbs. to dozen, lb.	25 @27
Western, 30 to 35 lbs. to dozen, lb.	22 @24
Ducks—	
Long Island, spring	23 @24
Turkeys—Western—dry packed	25 @30
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	60 @65
Squabs, 9 to 10 lbs.	55 @60

LIVE POULTRY.

Fowls, colored, per lb., via express	30 @31
Broilers, fancy	35 @36
Ducks, nearby	30 @31
Pigeons, per pair, via freight or express	30 @30

BUTTER.

Creamery, extras (92 score)	45 @46
Creamery, first (88 to 90 score)	45 @46
Creamery, seconds	44 @45
Creamery, lower grades	43 @44

EGGS.

(Mixed colors.)

Extras	37 1/2 @38 1/2
Extra firsts	34 1/2 @35 1/2
Firsts	31 1/2 @32 1/2
Checks	26 @28

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 1.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 1.40
Blood, dried, 15-16% per unit	@ 4.50
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory	5.05 @ 10
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.90 @ 10
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	4.00 @ 10
Soda Nitrate, in bags, 100 lbs. spot	@ 2.10
Tankage, ground, 10% ammonia, 15% B. P. L., bulk	4.05 @ 10
Tankage, unground, 9@10% ammonia	4.40 @ 10

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@31.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@10.50

Potash.

Manure salt, 20% bulk, per ton	@12.40
Kalnit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@34.40
Sulphate in bags, basis 90%, per ton	@45.70

Beef.

Cracklings, 50% unground	@ 1.07 1/2
Cracklings, 60% unground	@ 1.13 1/2

Meat Scraps, Ground.

50%	@ 96.00
55%	@ 96.00

Emil Kohn, Inc.
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.,

NEW YORK, N. Y.

Caledonia 0113-0114

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

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